7TH TIER -

RECEIVED

SOAP.

A MONTHLY MAGAZINE
for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleaning Preparations, Polishes and Allied Products
Published by MACNAIR-DORLAND COMPANY, INC., 136 Liberty Street, New York

VOLUME THREE AUGUST, 1928 NUMBER TWELVE

GIVAUDAN-DELAWANNA INC

CITRENE

Reg. U. S. Patent Office

The NEWEST of Soapmakers' Raw Materials

CITRENE is
2—3 times stronger,
cheaper and finer than
OIL CITRONELLA

A Trial Will Convince You

GIVAUDAN-DELAWANNA, INC.
101 FIFTH AVENUE, NEW YORK, N. Y

Largest Manufacturers of Synthetic Aromatic Chemicals in America

101 FIFTH AVENUE—NEW-YORK

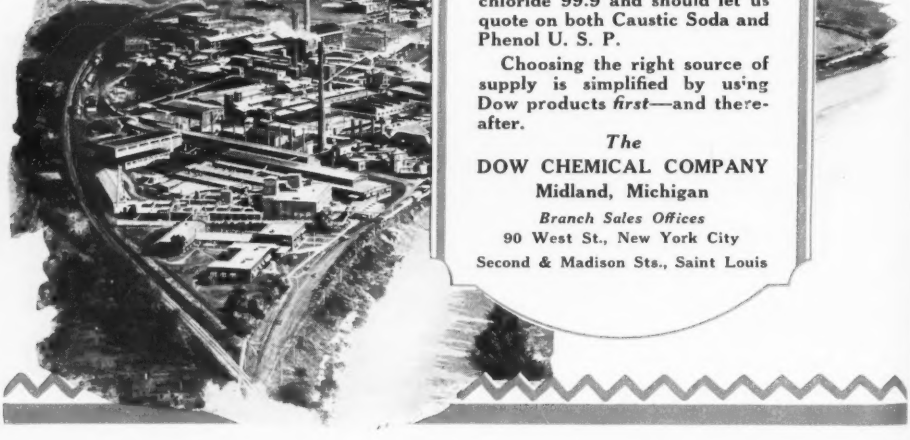
The Right Source of Supply for Aromatic Chemicals

The purity and uniformity of Dow Aromatic Chemicals is best known to those industries which have ample testing laboratory facilities of their own and who are familiar with all sources and qualities. It is a matter of satisfaction to have these leading manufacturers settle down as constant and exclusive users of Dow Aromatic Chemicals.

Coumarin, Methyl Salicylate, Methyl Anthranilate and Paradow (unadulterated Paradichlorbenzene) are manufactured by us under special Dow processes which insure dependability, uniformity and quality of the Aromatics themselves as well as constancy of supply.

Those engaged in Soap, Perfume or Spray making or in allied lines will also find use as a solvent for Dow Carbon Tetrachloride 99.9 and should let us quote on both Caustic Soda and Phenol U. S. P.

Choosing the right source of supply is simplified by using Dow products *first*—and thereafter.



The

DOW CHEMICAL COMPANY

Midland, Michigan

Branch Sales Offices

90 West St., New York City

Second & Madison Sts., Saint Louis

AUGUST
1928

SOAP

Volume Three
Number Twelve

The Editor's Page

The Glycerin Situation

GLYCERIN as a by-product of the alcohol industry has been talked about for the past twenty years. Ten years ago, a plant to recover glycerin from alcohol still waste was built by one of the large alcohol producers, but was never put into actual production. The idea was abandoned at that time. During the past year, announcements that a glycerin recovery plant was being built by one of the alcohol companies, owned jointly by the largest glycerin consumer in the country, received wide publicity. The latest reports state that production at this plant is about to begin and that the plant will be run at full capacity from the beginning, and any excess glycerin turned into the market without regard to its effect on price, supplies and other factors.

If the reports are true, they have a dozen aspects which must receive consideration. The new glycerin is to be produced primarily as a base for a lacquer solvent, a solvent said to be one of the finest of the innumerable new lacquer solvents put out during the past five years. Judging from the reports, there will be an excess of glycerin at first. Whether this will go into dynamite or on the market must depend on the size of the output. If the solvent has the qualities claimed for it, there seems to be the possibility that the full glycerin production and more besides might be required in its future manufacture.

From the competitive angle, a new glycerin source is naturally not welcomed by the soap industry. If the report be true that new production is primarily for the manufacture of lacquers, the logic of the new development is apparent. If, however, operation of the new plant is to produce glycerin for dynamite use or for sale at a profit, there seems to be little or no reason for it at this time. To begin with, there is a twelve cent glycerin market. Of course, this is not going to last forever, but while it does exist, little reason is apparent for getting under way on new production. The soap industry and fat splitters must sell their glycerin irrespective of price or demand. Even if crude is sold as low as six cents, it is stated, it might clear expenses and leave a small margin. In the new output, there is a question if evaporation of the water—and in the last analysis, the whole matter narrows down to an engineering evaporation problem—can be accomplished cheaply enough to compete with soap industry glycerin sold at rock-bottom levels in the face of keen competition.

Every glycerin producer and consumer in the country is sitting back awaiting developments. If reports are to be believed, the next six months should tell to a great extent what the future holds for glycerin.

Sales—Yesterday and Today

HIGH pressure salesmanship has lost caste, if new day selling methods are to be accepted. Ten or twenty years ago, the respected salesman was the man who emerged triumphant from the purchasing agent's office with collar wilted, hair awry, and exhausted, but with the signed order clutched tightly in his hand. Whether the customer needed the goods or not was a minor detail. The salesman of song and story was the man who climbed the fire escape to the bedroom of the buyer before all the others had even arisen from their hotel beds, and secured his signature on the dotted line while the buyer was still in bed. Once upon a time, the orders which a man brought in were also directly proportional to his ability for telling stories. Quality of goods was very frequently of little consideration. Poor quality was overcome by increased sales pressure. The hail-fellow-well-met, that jovial, stoutish fellow who slapped his customers on the back, was the ideal salesman, provided he could apply the pressure when necessary.

Sales ideas have changed radically in the past decade. There is no question that to oversell a customer to-day is a more serious offense than to miss his order completely. To wrest an order from a prospect by high pressure methods when there is any doubt in the minds of salesman or salesmanager that the goods may not fill the bill for this particular buyer, is often to shut and lock the door permanently against the house which sold the goods. The attitude that selling pressure can make up for quality deficiencies is being proved faulty every

Insecticide & Disinfectant Section Begins on Page 85

day. Raw material shortcomings will be thrown up to the buyer for days and weeks after he has forgotten the last funny story of the salesman who sold him the goods.

Sales pressure in itself is really not as bad as the innumerable things which go hand-in-hand with it. Because it has been applied in so many past instances to sell merchandise which could not be sold in any other way, it has lost caste. Because most buyers prefer to buy rather than to be sold, because sales fact has to a great extent replaced sales fancy, and because competition and advertising have removed much of the *clap-trap* from sales, high pressure selling as we know it will continue to lose caste. Accurate knowledge of his goods and their uses on the part of the salesman, and goods which are delivered one hundred per cent as represented, have come quite definitely to replace the funny story, high pressure, and the type of selling which usually accompanies them.

Turn on the Light!

LAST month, we pointed out a condition which is reported to exist in various localities of the country where house-to-house sampling of foodstuffs, soaps, and allied products is carried on. Judging from the facts laid before us, a great deal of duplication and waste exists in this form of advertising to the housewife. In recent years, the effectiveness of house-to-house campaigns has been open to serious doubt. The accusation has been made that manufacturer follows manufacturer from one campaign to the next, not so much for any direct benefit which might accrue, but chiefly to offset the effect which a preceding campaign of a competitor might have had. Tales of manufacturers dogging each other's footsteps from territory to territory, and of three or four working the same section of the same city simultaneously, are heard.

The facts have been given to us by those who know whereof they speak. Our own limited observations bear them out. The soap and allied industries are spending many thousands of dollars each year on house-to-house canvassing, which we judge from the evidence before us is to a considerable extent being wasted. We believe that a goodly proportion of the manufacturers in the soap industries are not exactly certain what they are doing in this work, or why they are doing it. If the whole thing were carefully checked up, some rather astonishing facts might be unearthed with a consequent saving of a considerable part of the advertising dollar.

The house-to-house business is being done to death. Every type of fake and fraud has been peddled from door to door. Legitimate products of the old established door-to-door houses have often been the victims of the back-wash from the fakers. The ever-present desire in everyone to get something for nothing has led directly to housewives the country over being victimized. A free package of soap powder or a cake of soap is not accepted in the spirit in which it is sent. Suspicion of a string attached or fraud is ever present. The reaction in the mind of the receiver is not always that which the manufacturer likes to believe it is.

For prying into house-to-house sampling and pointing out some of the things which we have found, we have been both criticized and commended. The interest aroused, however, only makes us doubly certain that back in the dark corners there is much that could be subjected to the beam of a strong searchlight. An executive of any of our large soap organizations, masquerading as a house-to-house crew worker, would probably have his eyes opened in a very few days of close observation.

Large British Soap Exports Continue

British soap exports reached 157,695 cwts., valued at £366,344, in May, substantially above last year's monthly averages, 135,376 cwts. and £318,730. Hard bar soap, excluding toilet, shaving and abrasive soaps, accounted for the bulk of exports, shipments having reached about 130,000 cwts., with a value of approximately £263,000. Toilet soap exports totaled 7,781 cwts., valued at £59,737, these figures also embracing shaving soap. Imports, in May, amounted to 19,633 cwts., valued at £48,677, marking one more month when receipts fell below the 1927 monthly averages of 26,270 cwts., and £59,098. The large items in the import report consisted of hard bar soaps. Toilet and shaving soaps accounted for 5,979 cwts., valued at £21,100, while other hard bar soaps, excluding abrasive soap, totaled 8,905 cwts., valued at £20,226.

There are 2,725 chain drug stores in the United States, operated by 328 companies, according to the *Druggists' Circular*. The growth of the chain drug store idea is best illustrated by the following figures, covering 1920-1928:

	No. of chains	No. of stores in operation	Average No. of stores per chain
1920	315	1,563	4.3
1921	303	1,763	5.0
1923	327	2,014	5.3
1925	320	2,173	6.7
1928	328	2,725	8.3

T

of dis
ductio
the pr
With
taneou
distril
until
more
on wh
from
consu

The
merch
tages
charac
quest
hand,
"neutr
ing an
their f
benefit
ernme
Gover
compe
rets, t
the inc
selfish
confes

The
tribute
examin
the U.
reality
true th
cove i
ment l
proble
from t
all the
Other
Notabl
habit o
to con

Investigation of Distributive Problems

What the Government Is Doing with Chain Store, Price Maintenance, Retail Credit and Other Investigations

By Waldon Fawcett

THOUGHTFUL marketers of soap have felt, and not without cause, that for years the United States Government department has neglected the problems of distribution in favor of the problems of production. This plaint must fade in the face of the present research program at Washington. With the Government engaged upon simultaneous investigations of all the most pressing distributive problems, it should not be long until the soap industry among others has a more intimate knowledge of the machinery upon which it must rely to move its products from the factories to the scenes of ultimate consumption.

These several probes of the problems of merchandising and marketing have the advantages over research by private agencies that is characteristic of all Federal explorations in quest of the facts about business. On the one hand, there is the assurance of the absolute "neutrality" of the fact-hunters in their sleuthing and the disinterestedness or impartiality of their findings. On the other hand, there is the benefit of the prestige which attaches to a Government census or inquiry. Even though the Government does not exercise its power to compel confidential disclosure of business secrets, the mere circumstance that Uncle Sam is the inquisitor and is acting from no motives of selfish curiosity, operates to induce franker confessions by persons in possession of facts.

There is an impulse in trade circles to attribute this spurt in the examination and cross-examination of distribution to the advent of the U. S. Division of Domestic Commerce. In reality, that is only partly responsible. It is true that the establishment of the Domestic alcove in the "business annex" of the Government has helped to focus attention upon all the problems of home markets, as distinguished from the foreign markets which formerly had all the benefit of Governmental prospecting. Other forces, however, have been at work. Notably, the formation by Congress of the habit of asking the Federal Trade Commission to conduct an economic investigation of any problem in distribution for which there is no obvious basis in legislation. And the insistence and pressure of some of the newer distributive problems—installment selling, for example—has stimulated the Government as sharply as anything.

Not all of the Federal investigations will directly affect the soap industry. But it is not a rash venture to say that there will be indirect contacts where there are no direct reactions. This is the situation with respect to one of the most extensive of these current adventures, i.e., the Inquiry on Resale Price Maintenance. Various classes of soap products have figured so extensively in price cutting at retail levels that the issue has, for many soap manufacturers, an intimate and highly practical significance. Nor is this lessened by the circumstance that soap is one of the few products that is being successfully marketed direct—as by house-to-house canvassing or under the club plan—if it be desirable to go to that length to avoid retail price demoralization.

Unlike other distributive inquisitions, this resale price fixing scrutiny was undertaken by the Federal Trade Commission on its own initiative. Every executive in the Soap industry knows only too well what a condition of chaos and confusion has existed with reference to attempts at price stabilization at the source of production. In a long line of more or less contradictory decisions, the Supreme Court of the United States has held, in the main, that a manufacturer cannot fix and enforce the resale or retail price of his goods after the wares have passed out of his possession. Bound to take its cue, from the nation's highest Court, the Federal Trade Commission, in its police capacity, has been busy this past decade issuing summons or complaints to every marketer caught in the act of standardizing resale price by "cooperation" or any other expedient.

Efforts have been made, the while, to induce Congress to enact a law that would legalize resale price fixing. But a number of the leading department stores lined up against the proposition and they alarmed organizations of farmers

and labor unions with the rumor that pegged prices would mean price inflation. Even the business community appeared as a divided camp, as attested by the fact that a nation-wide referendum by the Chamber of Commerce of the United States was by no means unanimous in its verdict on price maintenance. Impressed by the muddle in which business finds itself and the obvious inability of Congress to make up its mind, whether or not resale prices should be "protected", the Federal Trade Commission has taken upon itself to go to the bottom of the whole subject. Results will be made public for the information of the business community and will be made the basis for voluntary recommendations to Congress of the specific legislation, if any, that is needed to end the well-nigh intolerable conditions.

Price Maintenance Inquiry

THE Federal Trade body is conducting its canvass by means of questionnaires or self-examination blanks mailed to merchants and by interviews obtained by special agents in the field. More than 22,000 distributors are participating. This is to be a symposium of experience rather than of opinion. In that respect, the probe will differ from some of its predecessors. It takes on, thereby, a more practical slant. Some of the earlier inquiries, notably the public hearings before the committees of Congress, dealt largely with the theory of price maintenance as expounded by economists. In contrast to this, the Trade Commission is going direct to the men on the selling line, and, instead of appraising the theoretical benefits of uniform pricing, it seeks evidence of the actual experiences of price cutting upon the cutters and upon those who are undercut.

Thanks to a familiarity with the subject obtained in the prosecution of numerous price maintenance cases, the Trade Commission has come to its present task well primed on the technique and instrumentalities of resale price control. Also it has the background of knowledge gained in concurrent investigations of the operations of open-price associations, so called, and of "price bases" in industries where a sliding scale prevails.

Directing pointed inquiries to the distributors of trade-marked, branded, or identified specialties, the Commission's economists will seek to learn the effect of price cutting upon the distribution of nationally-advertised products; in what proportion of sales substitution is possible; the effect of price cutting upon the cutter's volume of sales, etc. The investigators do seek at first hand expressions of opinion as well as chronicles of selling experience. Each distributor quizzed is asked whether in his opinion, the merchant or manufacturer is better qualified through experience and knowledge of trade conditions to determine what price should be charged the consumer for a particular product. Likewise, is each distributor asked to pass opinion whether, if price cutting is justifiable, it may go below the price paid for the goods, or whether it is allowable to disregard the price suggested by the manufacturer, but essential to keep within a price that will yield a net profit to the distributor.

Chain Store Inquiry

BEFORE the Trade Commission was half way through its resale price fixing inquiry it was called upon, by Resolution of the U.S. Senate, to undertake a twin quest for knowledge—the chain store inquiry. This latter exploration will be thoroughness itself. It will pry into every nook and cranny of the structure and processes of chain merchandising, as exemplified not alone by retailers, but likewise by manufacturers and wholesalers that disburse goods through linked outlets. The immediate incentive for this analysis of the chains was supplied by the mergers and consolidations which have recently been so numerous in the chain field. A prey to its old fears of trusts, Congress would like to have the benefit of expert opinion as to whether any legislation is needed to prevent the chains from creating monopolies that will drive out virtually all independent retailers.

Another objective there is in this chain store inquiry which may be of even greater moment to the soap industry. In effect, this inquiry is to place on trial for its life, the quantity discount, the low price for carload buyers. Congress has heard that the success of the chains is due not to personnel, superiority of management, rapidity of turnover, or any other magic, but solely to the advantage conferred by quantity prices available only to chain store operators. Leaders in the national legislature want to know, therefore, whether the super-discounts for quantity, or other preferential concessions, granted to the chains are in violation of the anti-trust laws and, if so, what is to be done about it.

This assignment to conduct a clinic on the quantity discount comes pat to the hand of the Federal Trade Commission. For, this organization has been delving into this very subject incident to the Resale Price Maintenance Inquiry. Frankly confessing an open mind as to whether, in the event of resale price fixing, the manufacturer should be permitted to give quan-

tity discounts, the Trade Commission has been busy, for a year past, unearthing every scrap of available information bearing upon "free deals," secret rebates, special "allowances for advertising," "push money," and the employment of "hidden demonstrators." The Commission has been looking into these underground deductions as mediums of price cutting. Now these and other variations of the quantity discount must be analyzed as a factor in chain store strategy. To that extent these two big investigations interlock and overlap.

Survey of Retail Credits

THE third of the impressive trio of distributive investigations is the National Survey of Retail Credits which is being staged by the Department of Commerce with the cooperation of 18,000 members of the national organization of retail credit men. A skeptical soap manufacturer may assume that he is little interested, because he jumps to the conclusion that this Retail Credit Survey is nothing more or less than a dissection of installment selling— a species of credit that has little traffic with soap. As a matter of fact, the Soap industry is due to take notice because the Retail Credit Survey is to X-ray every form of retail credit, determining its cost and the extent to which the numerous uses of credit are warranted.

If proof be needed that soap makers or dealers are due to take positions as interested onlookers at this Credit Inquiry, it may be found in the developments which induced the credit scouts to take the trail. The first of these inducements to research is the gradual slowing down of collections which has been apparent in some lines of business for as much as two years past and which professional credit men have been at a loss to explain. The second incentive is found in the increase in the number of business failures. Study of the liabilities in the bankruptcies of the past year or two has shown that the mortality is greatest among the small retailers and it is suspected that much of the trouble arises from mismanagement of retail credits. So Uncle Sam has set about obtaining, for the first time in history, statistics of nation wide scope covering not only the volume of retail credits but the relation of credits to total sales, the proportion of open accounts, installment sales, etc. and the losses incurred from the different kinds of credit. When it is all over, the everyday retailer should have more dependable information as to what extensions of credit he may safely and profitably allow.

Regional Analyses

NO catalog of the distributive probes would be complete without passing reference to the program of regional or unit market analysis in which the Division of Domestic Commerce is engaged, although this is not new. It is a double-headed project, though, and some soap men may not have sensed the importance of the less-featured number. The Regional Market Surveys are interesting of course, because they disclose the characteristics of climate, population, etc. which render a group of states a distinct entity in a distributive sense. But even more revealing are the studies of wholesale territories—say, the mapping of wholesale grocery territories. Because this latter discloses how geographical elements and transportation conditions will direct the currents of trade into logical distributive channels and cause them to converge at trade or jobbing centers regardless of state boundaries and political subdivisions.

Modern Soap Plant at Singapore

Production has begun on a limited scale in the new soap factory at Singapore, according to a report from Vice Consul John H. Bruins, Singapore, Straits Settlements, made public by the Department of Commerce. Capacity of the new soap plant is stated to be 12,000 pounds of laundry soap and 500 pounds of toilet soap per day. On the basis of 300 working days per year, this means an annual capacity of 3,600,000 pounds of laundry and 150,000 pounds of toilet soap. While this project has attracted quite some attention locally, and while the production capacity is far greater than any other single plant in Malaya, yet the total capacity is relatively small, both from an American viewpoint and from the standpoint of Malayan import requirements.

Such soap making as has previously been done in Malaya follows primitive methods and does not utilize modern soap making machinery. Manufacture of soap by primitive methods prior to the establishment of the factory under reference amounted to about 500 cases per day. At 50 lbs. per case, this amounts to a production of 7,500,000 pounds per year, and this manufacture will doubtless continue. All of this is said to be a poor grade of laundry soap. Total importations of laundry soap into Malaya in 1927 amounted to 16,464,000 pounds according to official import figures. It is therefore possible that the latter figure may be reduced by 3,600,000 pounds, the capacity of the new plant.

This ancient Genoese watch tower near Bastia, France has proved its powers of resistance against enemies, elements and the tooth of Time. Proportionately, our fibre shipping boxes resist abuse because built with judgment.

Only Shipping Boxes Built with Judgment Give the Service Shippers most Desire

Strength, toughness, endurance—these factors are more than ever a requirement by shippers in fibre shipping boxes. "These boxes must stand up" and face roughhouse tactics without giving way. They must carry safely and far, and protect such items as veneered doors, automobile bumpers, fragile glassware and vases, lamp shades, mattresses, rugs, enamelled tile, perishable fruits, meats and vegetables, delicate instruments—and thousands of varieties of goods that fifty years ago were packed by obsolete methods into impractical boxes.

Naturally we must keep step with the advance all along the line. We MUST know every phase of Industrial fields—and we DO know them. It is our business to build with judgment, hence we fit our boxes to the needs and peculiarities of each industry as you would a glove to your hand or a shoe to your foot. Knowing each field, we "prescribe" accordingly. The result is shipper's satisfaction because he saves from 30% to 70% of former packing and shipping expense, and whittles down troubles to a new minimum.

Boxes built with judgment serve you best. Therefore we can offer you the FREE service of our expert box designers to help you improve and reduce your packing methods and costs. Their special, thorough knowledge and judgment is yours without obligation. It is an opportunity to help your business you cannot well afford to pass up. Fill in and mail coupon today.

CONTAINER CORPORATION
OF AMERICA
AND
MID-WEST BOX COMPANY

111 W. Washington St. CHICAGO, ILLINOIS

Five Mills — Nine Factories Capacity 1000 tons per day

RETURN COUPON

CONTAINER CORPORATION OF AMERICA
111 West Washington Street, Chicago, Dept.

Gentlemen: Please have one of your experts check our present packing and shipping methods—without obligating us—for the purpose of reducing our costs if possible.

Name _____

Title _____

Firm _____

Address _____

A New Process for Bleaching Tallow

A Conception of the Best Method of Decolorizing in the Soap Plant by Use of Fullers Earth

(Part III)

By Charles F. Schumaker

WHILE the discussion up to this point, has indicated the steps to be taken in counter current bleaching of tallow by fullers earth, the theoretical presentation of the subject has done little to reveal how the desired results are accomplished in actual plant practice. At this time, therefore, we will proceed with the main object of this discussion, namely the detailed descriptive exposition of the practical operation of the counter current bleaching process and the proper design of a plant capable of turning out 120,000 pounds of bleached tallow per day at a bleached color of 2 Red on a 5¼" column Lavibond color scale from a raw stock testing 17-20 Red F.A.C. and containing not over 15% of free fatty acid. The theory of doing this has been carefully presented in the previous article. To put this theoretical conception of the ideal bleaching process into actual operation calls for many unusual features in plant design and upon which the successful operation of the process rests to no small degree.

These problems will be taken up and the solution presented in each case as we come to them in order. For the present, we must content ourselves with the determination of the finite value of several operating factors which although not quite so fundamental as the preceding factors which have already been developed, are none the less equally important. The first of these operating factors is the bleaching temperature.

We all know that many times there are, in chemical process work, laboratory optimum operation factors which when put into practice on a plant scale, do not work out as was intended and a correction factor has to be applied to secure the best actual plant results. This is especially true in tallow of the bleaching temperature and why it is so we shall determine.

Exhaustive laboratory investigation has plainly indicated that 215° F. is the best temperature at which to bleach tallow, for above 215° F., the burning of the tallow more than offsets bleaching gain due to increased temperature. On the other hand, if we try to bleach tallow at a temperature very much below 215° F., the rate of adsorption of the coloring matter on fullers earth is decreased to such an extent that it takes much longer to bring the bleaching action to its equilibrium point, and as a result, comparative test bleaches over the same time interval for progressively decreasing temperatures will give progressively poorer results. In trying to carry this laboratory factor into the plant, we encounter an unexpected adverse condition which forces us to compromise the best bleaching temperature somewhat in the interest of practical equipment design.

We all know that the tallow to be bleached must be heated to its bleaching temperature by a heating surface of some sort and to be practically successful the process should require for its operation only a reasonable amount of heating surface. To heat tallow to a bleaching temperature of 215° F. with heating surface and not exceed a film temperature of the tallow on the heating surface of 215° F., it is obviously necessary to employ a heating surface temperature of only 215° F. and as under these conditions, there is no potential heat gradient between the heating surface and the tallow, an infinity of heating surface would be required.

AS A result of the above conditions, the optimum laboratory bleaching temperature becomes in the plant in reality the heating surface temperature and in order to make heat flow from the heating surface into the tallow and thereby raise the temperature of the tallow to bleaching temperature, we must choose as a bleaching temperature some finite temperature below 215° F. which will represent an economic balance between the decreasing cost of the necessary diminishing heating surface and the increased time necessary to achieve the same bleaching action. Fortunately, the difference in bleached colors of tallows bleached at 195° F. and 215° F. is not marked and in fact is so slight as to be practically negligible, although in some special cases, the differences noted have amounted to 2 or 3 points red on a 5¼ inch column Lavibond Color Scale.

While the writer has chosen 195° F. as his

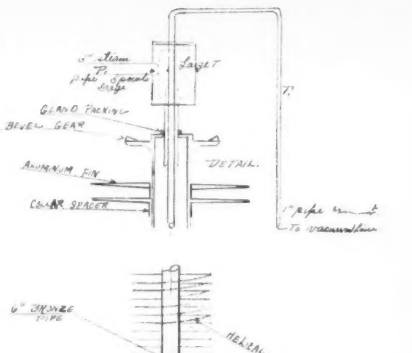
bleaching temperature, it must be remembered that this temperature applies only to the heating surface area and design as will be later indicated and this point of caution is quite important as there are today many bleaching plants in the U. C. which are operating successfully at much lower bleaching temperatures. Should an attempt be made to operate at 195° F., the chances are many of these plants would actually get poor results due to the burning action on the tallow of insufficient heating surface and the high pressure steam which they employ.

Having chosen 20 degrees Fahrenheit as the minimum potential temperature gradient to force heat from the heating surface into the tallow, let us see if we have thereby determined also a reasonable amount of heating surface. The equation $Q = HA \triangle T$ states that Q the B.T.U. of heat transferred per hour from the heating surface to the tallow is equal to the combined product of H, the heat transfer coefficient, A the area of the heating surface in square feet, and $\triangle T$ the mean difference in temperature between the tallow and the heating surface. For the case under consideration, $\triangle T$ is known and is the log mean temperature difference between the cold tallow and the heating surface, and the tallow at bleaching temperature and the heating surface.

The cold temperature of the tallow being bleached will vary over a wide range, but in most cases, it will in this process be well over 150° F. even in the first stage. If then, we assume a cold temperature of 120° F., there is little doubt that we are on the safe side, and indeed have introduced for most cases a considerable factor of safety. The quantity Q becomes known when we specify the pounds of tallow being bleached and in this case, we will assume that we are bleaching 40,000 pound charges although of course the principle holds equally well for any charge.

The specific heat of tallow is roughly 0.5 and so the number of B.T.U. necessary to raise a charge of 40,000 pounds from a cold temperature of 120 to a bleaching temperature of 195° F. is, neglecting radiation and convection losses which seldom exceed 5%, $0.5 \times 40{,}000 \times (195—120)$ or 1,500,000 B.T.U. Now if the value of H the heat transfer coefficient were known, we could easily find A the square feet area of the heating surface by simply solving the above equation.

Unfortunately, the exact value of H, the B.T.U. transferred per square foot of heating surface per degree Fahrenheit difference in temperature per hour, is known to vary widely



New Type Combined Heating and Agitating Equipment Suggested.

100 to 300% with the viscosity of the tallow at different temperatures, its velocity past the heating surface and the arrangement of the heating surface. At this point, the writer is willing to admit that he must plead his case a little in asking the reader to indulge with him in a presentation of the solution to this question by the use of a mechanical device which makes the mathematical calculation of H for this specific case relatively of secondary importance. While this, strictly speaking, is not quite a scientific procedure, we shall later see that it is not only necessary, as the calculation of H for the type and arrangement of heating surface which the writer has in mind, has never been attempted, but is a fortunate coincidence as well.

The justification of this procedure rests upon the writer's knowledge of the coefficient of heat transfer H in a particular design of bleaching equipment where the velocity past the heating surface is at a maximum of two feet per second and the value H for this particular case is 10. Now there is in point of difference between the bleaching of tallow by the known design to which the writer has reference and the design which he is proposing but one appreciable variable and that is the velocity of the tallow past the heating surface or more correctly in his design, the velocity of the heating surface past the tallow.

The terminal temperature conditions are

practically the same and of course, the viscosity of the tallow at the respective temperatures it passes through has not changed regardless of the means employed to bring it to those temperatures. The mechanism by which an increased velocity of the tallow past the heating surface increases the specific heat transfer coefficient becomes apparent upon a closer examination and analysis of the heat transfer itself. Tallow is relatively a poor conductor of heat and therefore, with no velocity of the oil past the heating surface, the limiting factor in the heat transfer process becomes the thermal conductivity of the tallow itself from the hot portions adjacent to the heating surface out into the relatively cold portions. This is a miserably slow process. But sweep away this hot film of tallow against the heating surface, and replace it with cold tallow, and immediately heat begins to flow at a reasonable rate into the tallow. With the new heating surface design, it is possible to obtain velocities of the heating surface past the tallow as high as 30 feet per second or roughly 18 miles per hour. How does this compare to a velocity of two feet per second? If you will take the writer's statement from experience that a value of 10 for H corresponds to a velocity past the heating surface of two feet per second, are you willing to concede a value of H of 30 at 30 feet per second? If so, we will proceed to calculate the number of square feet of heating surface that is necessary which must obviously include a good factor of safety.

$$Q = HA\ \Delta T$$

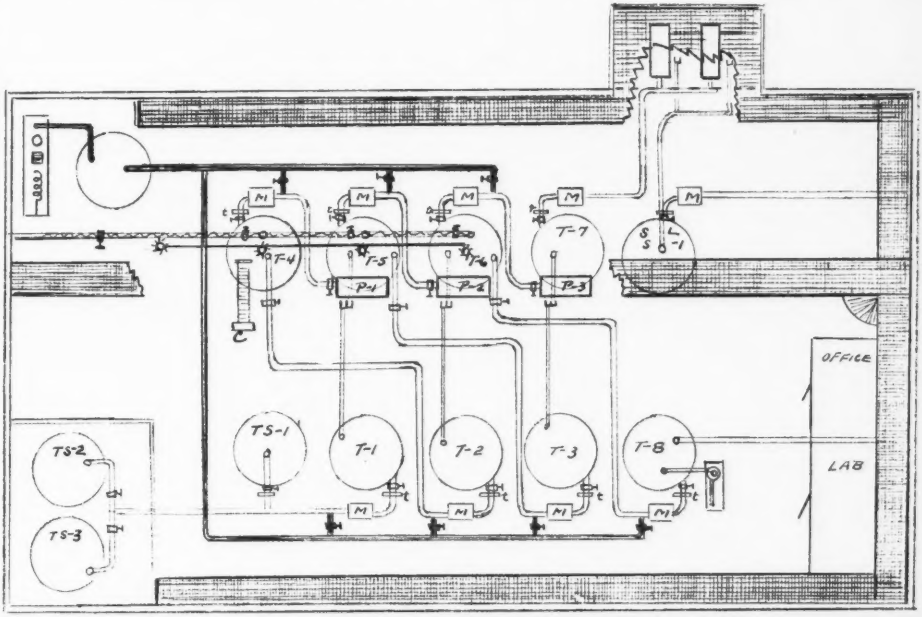
$$0.5 \times 40{,}000\ (195-120) = 30A\ \frac{(215-120)-(215-195)}{2.3 \log_{10} \frac{215-120}{215-195}}$$

$$1{,}500{,}000 = 30 \times A \times 50$$

or $A = 1000$ square feet heating surface to bring the charge of tallow to bleaching temperature in one hour.

Now one hour is a comparatively short time in a bleaching plant and 1,000 square feet of heating surface is rather a cumbersome amount to handle in the manner the writer proposes. Furthermore, most of the bleaches will not have to be heated from 120° to 195° F. as was assumed, this being only an extreme condition. As all the tallow being bleached is to be vacuum dried, even the first bleach will have tallow at an initial temperature of at least 150° F., while the initial temperature of the tallow on subsequent bleaches will run nearer 160° F. to 170° F. Therefore in view of these facts, the writer has taken 300 square feet of heating surface as a maximum amount necessary for ordinary demands, which gives a maximum heating period for cold tallow of three hours.

BY THIS time, the reader may think that the apparently simple question of bleaching tallow by fullers earth is after all a rather



Rough Diagram of the Tallow Bleaching Plant Layout. See Description.

SOLVAY PRODUCTS

SOLVAY is synonymous with Quality Products—Fair Price—Prompt Delivery—Dependable Packages.

Soda Ash

Caustic Soda	**Modified Soda**
Special Alkali	**Sodium Nitrite**
Benzyl Chloride	**Benzaldehyde**
Calcium Chloride	**Liquid Chlorine**
Ammonium Chloride	**Para-dichlorobenzene**
Caustic Potash Liquor	**Ammonium Bicarbonate**

SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by The Solvay Process Company

40 Rector Street **New York**

Boston Syracuse Chicago Indianapolis Cleveland Cincinnati Pittsburgh Detroit Philadelphia Kansas City Atlanta St. Louis

serious problem. But, we have as yet by no means exhausted the subject and its controlling factors. The question of agitation of the tallow to secure proper suspension of the fullers earth in it during the bleach is far more difficult than the simplicity of the act would indicate, upon which the efficiency of the bleaching process rests to no small degree.

In order to get in the plant that efficient mass contact which it is so easy to acquire in the laboratory when working with small portions, it is necessary in the plant to resort to mechanical agitation with some of its advantages and many of its disadvantages. And while we are on the subject of agitation, it might be well at this point to indicate the importance of proper suspension of the earth in the tallow during bleaching as demonstrated by the bleaching time. Laboratory experiments on the point have indicated that in bleaching tallow with fullers earth in the laboratory, 90% of the color is removed during the first five minutes of bleaching time. In the plant, due to the relative inefficiency of present day devices to keep the fullers earth uniformly suspended in the tallow during the bleaching operation, it takes anywhere from 1½ to 3 hours to get the same amount of bleaching action.

There are many types of mechanical agitators and all of these possess some merit, but for the greater number of them minimize the effect of the accomplished purpose by giving to the tallow a strong definite positive velocity at a specific point. This results in a deposit of a large amount of the fullers earth at some point along the path of this velocity and in this manner, lessens the efficiency of the bleach. A properly designed mechanical agitator should give to the tallow a slight upward pulsating motion. This is accomplished in the case in question through the use of a wide-diameter low pitch helix whose plane surface not only follows a helical curve in ascending from the bottom to the top of the bleach tank, but also rotates outwardly at a slight angle about an axis at every point tangent to the center line of the helical plane and coincident with it.

Thus as this device revolves in the tallow at high speed, the tallow is quickly lifted a short space and then slips off the helix, resulting in a strong upward pulsing motion. This agitator with its superior action is combined in one master unit with the previously described and much to be desired heating surface as is shown in the diagram on Page 34.

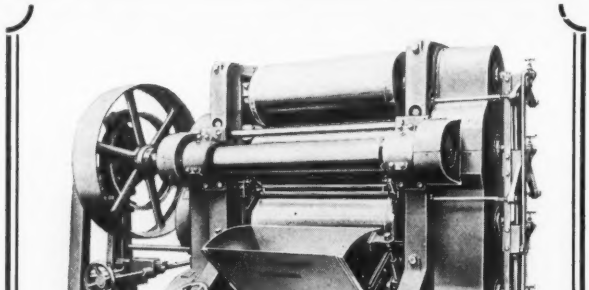
The heating surface consists of tapered hollow aluminum disks or fins welded to a 6 inch hollow bronze pipe and separated from each other by attached spacing collars which are drawn on the disks when they are stamped from the sheet metal. In this way, a rather difficult problem in mechanical design and rigidity is made simple and easy of solution. The diameter of the hole in the collar is made 1/64 inch less than the outside diameter of the 6 inch bronze pipe on which they are fitted and by first heating the disks in an annealing oven to sufficient temperature to allow them to slip over the cold bronze pipe. On cooling, the hole in the disk shrinks to its normal size and attaches the disk firmly in place to the bronze pipe. This is called "sweating on."

When these disks have all been firmly "sweated" in place, each individual collar is spot welded to the bronze tube by an electric portable spot welding machine and they are then ready for the attachment of the spiral helix agitator. This is nothing more than a three inch strip of 18 gauge duraluminum spot welded by inwardly projecting flanges to each disk as it passes on the way around the outer edge. The pitch of the helical pulsator then becomes the distance between adjacent disks and in the case under consideration, the writer has arbitrarily chosen this distance as three inches which value gives good mechanical proportions to an agitator and heater having 3 to 4 feet diameter disks on fins. If properly constructed, this agitator will at one hundred revolutions per minute vibrate a whole charge of tallow so that its top surface is covered with ripples and without a positive velocity of the tallow along any path other than vertical. The arrangement by which heat is supplied to this heating surface is shown herewith in detail.

Two concentric pipes lead through a packed flange stuffing box into the 6 inch bronze pipe. The outer of these two concentric pipes stops a short distance from the top of the stuffing box and is used to supply saturated steam at 5 pounds gauge to the 6 inch bronze pipe and its attached heating surface. The inner concentric pipe runs clear to the bottom of the 6 inch bronze pipe where, under the action of a water legged steam trap, serves to remove the condensed steam as fast as it forms. The method of revolving the combined heater and agitator is shown in the diagram by arrows indicating the bevel gears attached to the top of the 6 inch bronze pipe.

Perhaps it has been noticed that in the design of the heating surface, the writer specified aluminum or duraluminum as the material of construction. While this little point may seem relatively unimportant, nothing as a matter of

(*Continued on Page 79*)



for the milling of

TOILET SOAP

or transparent diamond shaped high gloss

SOAP FLAKES

the No. 312 MRS Five Roller Toilet Soap Mill

with 16" x 40" Chilled Iron Rolls all watercooled and equipped with self-aligning roller bearings which are guaranteed grease and dust proof and most economical in power consumption.

The "LEHMANN" Line of Soap Mills in various sizes up to 22" dia. and 48" length of rolls and designed for every conceivable need, is unsurpassed in construction and workmanship and represents the most up-to-date equipment on the market.

Soap Film from 2/1000 up to 8/1000 of an inch in thickness. Hardest chilled iron rolls obtainable, guaranteed machined inside to uniform thickness of shell. Roll shafts and bearings stronger than those of any other machine on the market.

For full information write to—

J. M. LEHMANN COMPANY, INC.

248-250 WEST BROADWAY NEW YORK CITY

Se solicita correspondencia en Espanol

Cotton Oil Crushers Meet

Cottonseed oil crushers held a trade practice conference, for discussion of unfair commercial practices, July 24, at Memphis, Tenn., in the Peabody Hotel, under auspices of the Federal Trade Commission. The conference was held primarily at the request of the Interstate Cottonseed Crushers Association, national trade organization of the cottonseed oil mills, but all owners and operators of cottonseed crushing mills were invited to attend or be represented regardless of membership in associations. The interstate association, in its application for a trade practice conference, listed as one of the first subjects to be discussed, the lack of information about current market conditions and current market value of cottonseed and its products. Other matters that were considered were confidential prices, "vest pocket" orders, pre-dated contracts, purchase of cottonseed on basis of quality, payment of commissions, bonuses, rebates, or subsidies to sellers of seed or buyers of products, storing of cottonseed and selling of cottonseed "on call," lending of money to seed sellers, buying of seed in carload lots, and labeling of products.

May Toilet Soap Imports High

May toilet soap imports reached 189,033 pounds, valued at $52,211, much higher than receipts in the same month, a year ago, of 101,409 pounds, valued at $33,822, and also higher than the monthly average for the first five months of this year. Shipments during that five month period amounted to 760,303 pounds, with a value of $235,786, running well ahead of imports in the same period of 1927, 674,933 pounds, costing $231,928. Receipts of castile soap, in May, amounted to 410,620 pounds, valued at $50,054, more than double the imports in May, 1927. The former figure also ran well ahead of the average imports for the first five months of this year, about 320,000 pounds. Shipments of castile soap have been much heavier thus far in 1928 than during the same period of last year. Only slightly over a million pounds had been imported up to June 1, 1927, while 1,600,000 pounds have been received up to the same date this year. Imports of all other soaps totaled 246,847 pounds, valued at $25,513, in May, as compared with May, 1927, receipts of only 119,994 pounds, valued at $12,590. This is the only classification where the first five months of the current year have not outstripped Jan.-May, 1927, the figures being 890,105 pounds and 924,654 pounds respectively.

Offer Robertson Stock Issue

A new issue of 5,000 shares of cumulative convertible preferred stock of the J. T. Robertson Co., Syracuse, N. Y. soap manufacturers, is being offered by Moses & Co., New York, at $25 per share to yield seven per cent. Each share of preferred carries a purchase warrant for one share of common at $7.50 to $12.50 per share according to date exercised. A recent balance sheet of the firm is reported to show a net equity of $120 per share for the preferred stock. J. T. Robertson Co. recently took over the Bonded Products Corp., Brooklyn, a subsidiary of the Jones Brothers Tea Co. now succeeded by the Grand Union Co. The latter operates 750 retail grocery stores, the soap supply contracts for which are reported held by the Robertson company. The Bonded Products plant in Brooklyn is being dismantled and moved to Syracuse. Stock of the Grand Union Co., $3 preferred, sold on the New York Stock Exchange Aug. 10 at $46.75 per share.

File Colgate-Palmolive Change

A certificate was filed Aug. 9 with the Secretary of State of Delaware, changing the name of the Palmolive-Peet Company to Colgate-Palmolive-Peet Company of Chicago, and increasing the capital to $30,000,000, consisting of 3,000,000 shares. The capital of the Palmolive-Peet Company before the merger with the Colgate Company was $12,000,000 consisting of 1,500,000 shares.

P. & G. Gives $778,000 Bonuses

Procter & Gamble Co. distributed $778,000 in profit-sharing dividends to employes of the various plants of the company on Aug. 11. The bonus represented the employes' shares of the profits for the fiscal year ended June 30 last. At the Port Ivory plant, Staten Island, N. Y., $179,000 was distributed at a special celebration held at Atlantic Highlands, N. J. Celebrations marking the distribution of the dividend were also held at other plants of the company on the same day.

The Manila copra market is weak with very heavy arrivals, according to a cable received late last month by the Department of Commerce. Mills have now resumed normal operations provincial equivalent delivered Manila, 12⅝ pesos per picul; Hondagua 12⅛ pesos per picul; Cuba, f.o.b. price, 12½ pesos.

A simple and dependable WAX WRAPPING MACHINE

The simplicity of this machine makes for dependability—and it has other advantages too.

You will notice that packages wrapped by it look very neat and clean-cut. This is due to the unusually *tight* wrapping it makes. Also to the fact that it places the longitudinal seam of the wax paper *along the edge of the package,* thus leaving the face of the package unmarred.

The seam and end folds are securely heat-sealed, making the most moisture-proof wrapping obtainable.

This is just one of the numerous machines we make to fill practically every wrapping need. We will be glad to study your special requirements and to give you the benefit of our wide experience.

Get in touch with our nearest office.

PACKAGE MACHINERY CO.

Springfield, Massachusetts

NEW YORK: 30 Church Street **CHICAGO: 111 W. Washington Street**

LONDON: Windsor House, Victoria Street

PACKAGE MACHINERY COMPANY

Over 100 Million Packages per day are wrapped on our Machines

Say you saw it in SOAP!

More Soap Exported in May

Soap exports were higher in May than in the preceding month, large increases in laundry soap shipments having accounted for most of the gain. Laundry soap exports increased over a million pounds to 4,199,834 pounds valued at $293,613. While toilet soap exports dropped off somewhat in tonnage, about 100,000 pounds, to 563,815 pounds, values increased to $223,976, a gain of about $20,000. Shipments of all other kinds of soap did not vary materially, May exports having totaled 711,304 pounds, valued at $59,328. China bought the largest quantity of toilet soap, 82,012 pounds, valued at $16,583, with the United Kingdom the largest buyer, from the value standpoint, having taken 45,704 pounds, valued at $39,518. Other large toilet soap buyers were British India, 77,640 pounds, and the Philippines, 52,323 pounds. The Philippines ranked first in laundry soap imports, with 1,013,315 pounds, valued at $63,095, Canada being of second importance with 947,298 pounds, valued at $71,469. The United Kingdom took by far the largest amount of miscellaneous soap, 339,091 pounds, valued at $18,389, Canada also ranking second in this classification, with receipts of 128,780 pounds, $13,816.

Fernando de la Garza, manager of the Latin American Department of Fritzsche Brothers, Inc., New York, sailed Aug. 9 on the steamship Monterey for Havana for a ten weeks business good-will trip through Cuba and Mexico, visiting soapmakers and perfumers in those countries. He will be accompanied by Mrs. de la Garza. He will stay about two weeks in Cuba and will then go to Mexico. A two weeks trip through Yucatan will form part of the journey. While in Cuba, he will visit M. C. Tello who is Cuban agent for Fritzsche Bros., Barclay & Co., and Merck & Co., and who has just moved into a new building at D and Consulado Streets, in the Almendaries section of Havana.

Lange & Howe Co., Milwaukee, wholesale druggists, have consolidated with the Mutual Drug Co., Cleveland. Lange & Howe Co. will be operated as a subsidiary.

Ratify Squibb Stock Changes

Plans for the recapitalization of E. R. Squibb & Sons, Brooklyn, N. Y., which include a nine-for-one split-up of common stock and the elimination of 8 per cent. participating preferred shares, have been completed and the readjustment is being effected. The participating preferred stock has been called in and temporary certificates for new stock are ready at the Guaranty Trust Company, New York, to be exchanged for the old shares.

The plan, as ratified by the stockholders, provides for exchange of each old $20 par value common share for nine shares of new common stock. The 8 per cent. participating $100 par preferred stock is exchangeable for one and a half shares of new no-par $6 cumulative non-participating preferred and two shares of common, while the old 8 per cent. cumulative second preferred is exchangable for one and one-third shares of new preferred stock.

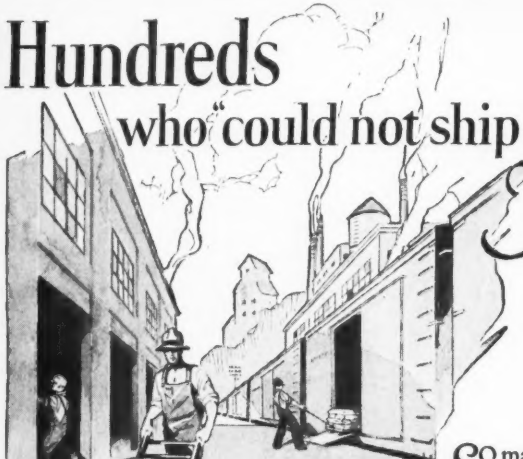
When the recapitalization has been concluded there will be outstanding only two classes of stock, consisting of 63,800 shares of $6 cumulative preferred and 411,780 shares of no-par value common. The authorized capitalization will be 100,000 shares of $6 preferred and 1,000,000 shares of common. A public offering of 15,000 shares of preferred is to be made shortly through the Guaranty Trust Company.

The net profits of the company in 1927 were $1,081,290, equivalent to $1.36 a share on the new common stock under the plan. The net profits have increased steadily from a total of $261,068 in 1919.

Refuse to Cut Florida Soap Rate

A complaint of Colgate & Co. to the Interstate Commerce Commission against freight rates on carload shipments of soap from Jersey City, N. J. to points in Florida, has been dismissed by the Commission. The soap which is transported by boat to Jacksonville and from there distributed by rail, is said to be subjected to competition from other Eastern soap makers, and that commodity rates lower than the applicable class rates existed on canned goods, soft drinks, and terra cotta in Florida. The building emergency in Florida was responsible for a cut in the terra cotta rate, the Commission stated, and that the average of all the rates on the other products named compared very favorably with the soap rate. It also said that Colgate had failed to show any competition between soaps and the lower-rate commodities or that they were being injured by the rates on soap.

Hundreds who "could not ship in Bags" Now do!



So many dry chemicals, metallic paints, and mineral and rock products must be kept dry! And yet their shippers want to take advantage of every possible economy.

Bemis Waterproof Bags showed the way to a remarkable combination of perfect protection and utmost economy. Hundreds who once felt they could not ship their products in bags, now do—in Bemis Waterproof Bags.

Made of the very best quality burlap—tough, stoutly woven and tearproof—with a special Bemis Waterproof lining cemented to the fabric.

The strong construction is insurance against tearing, mutilation or sifting in shipment, and the contents are thoroughly protected from dampness, moisture or possible deterioration.

Samples and full information regarding sizes and various types suited to your requirements, sent on request.

Bag Factories
St. Louis
Minneapolis
Omaha
New Orleans
San Francisco
Indianapolis
Memphis
Kansas City
Seattle
Winnipeg
Houston
Brooklyn
Buffalo
Wichita
Ware Shoals, S. C.

Cotton Mills
St. Louis
Indianapolis
Bemis, Tenn.

Bleachery
Indianapolis

BEMIS BRO. BAG CO.
605 S. 4th Street, St. Louis, Mo.

BEMIS WATERPROOF BAGS

MR335

SINCE 1858, THE WORLD'S LARGEST MAKERS OF QUALITY BAGS

German Glycerin Market Weak

Although the glycerin situation was still looked upon with some optimism last year by the German Soap Manufacturers' Association, it has now become serious, according to a recent Department of Commerce report. The following table shows the trend of export prices of glycerin, twice distilled, 28° Be, f.o.b. Hamburg, since January, 1927; all prices per 100 kilos (equivalent to 220 pounds). It will be seen that German export prices in April are nearly 50 per cent lower than at the beginning of 1927.

1927		1927		1928	
January	$52.00	July	$45.00	January	$36.00
February	52.00	August	46.00	February	35.00
March	50.00	September	46.00	March	35.00
April	45.00	October	36.00	April	28.50
May	45.00	November	36.00		
June	45.00	December	36.00		

The situation regarding stocks is more satisfactory. This is proved, for instance, by the somewhat surprising fact that exports of both crude and refined glycerin have dropped only in January-February this year, whereas exports for the entire year in 1927 were even higher than in the preceding year. The following table shows Germany's foreign trade in glycerin, crude and refined, in the years 1926 and 1927 and the first two months of 1928, together with the corresponding months of 1927:

	1926	1927	1927 (January-February)	1928 (January-February)
	Metric tons	Metric tons	Metric tons	Metric tons
Glycerin, crude				
Imports	1,360	3,054	217	788
Exports	1,644	1,886	269	133
Glycerin, refined				
Imports	523	278	114	21
Exports	3,683	4,925	714	570

The above table clearly reflects that the foreign trade situation was quite satisfactory up to the end of 1927. January and February of 1928, however, show a decided drop in exports as compared with the corresponding months of last year. Sales on the domestic market were satisfactory in 1927. The situation in the mining industry, the biggest consumer of dynamite and therefore, indirectly, the most important consumer and glycerin and also the pharmaceutical and cosmetic industry, was very favorable throughout the year.

Exports of talcum and toilet powders from the United States dropped $105,000 in 1927, but was $223,000 more than in 1922, according to the Chemical Division of the Department of Commerce.

Higher prices for Bulgarian rose oils due to a short crop in the producing region, and the likelihood of further price advances, have been reported by Ungerer & Co., New York.

Revise Iowa Soap Rates

The rates on soap and related articles, in carloads, from Burlington, Iowa, Milwaukee, Wis., and Chicago, Ill. to destinations in western trunk line territory, and in contiguous territory, with certain exceptions have not been found unreasonable or unduly prejudicial by the Interstate Commerce Commission in a decision in the case of the Iowa Soap Co. against the Chicago, Burlington & Quincy Railroad Company. Reasonable bases of rates have been prescribed from Burlington to destinations in Oklahoma, Texas, and Clovis, N. M. Also rates from Burlington to certain destinations to which the through rates are in excess of combination rates based on intermediate points were found unreasonable and reparation was awarded.

Opportunities for Export Trade

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

32,277	Laundry soaps	Virgin Islands	Agency
32,314	Toilet soaps	Mexico	Purchase
32,435	Toilet soaps	Germany	Agency
32,562	Liquid insecticide	Sumatra	Agency
32,131	Toilet soaps	India	Purchase
32,176	Toilet soaps	India	Purchase
32,109	Disinfectants and Insecticides	Germany	Agency
32,385	Soaps	Porto Rico	Agency
32,321	Shaving soaps	Germany	Agency

Oil Trades Association of New York has issued the 1928-29 edition of its Year Book, containing names of members, constitution and by-laws, list of officers, directors and committees, names of past presidents, etc. The organization now has 202 company members.

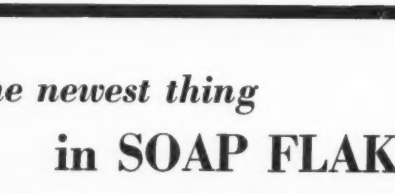
Several recent customs decisions, involving soap in the form of both animals and artificial fruit, have resulted in the re-classification of the articles in question as toilet soap, dutiable at 30 per cent, instead of as toys and fruits, dutiable at higher rates.

Chickasha Cotton Oil Co. has acquired the Anadarko Cotton Oil Co., a Delaware corporation, operating in Oklahoma. The Chickasha company is negotiating for the Magnum Cotton Oil Mill Co. and the Hollis Cotton Oil Co.

The newest thing

in SOAP FLAKING MILLS!

the Buhler Mill



for THIN FLAKES

THE Buhler Soap Flaking Mill is available in two sizes—both three and five roll. It is absolutely the last word in a flaking mill. It produces flakes thinner than those made on any other mill and does so with the utmost economy. Once you give one of these mills a thorough trial you will want none other for your best products. Repeat orders tell the real story. Once a Buhler mill gains entrance, re-orders are sure to follow. Here are some of the main points about this modern soap factory equipment. Complete details will be furnished promptly on request.

1. Chilled cast-iron rolls of unsurpassed quality.
2. Even wear and tear on rolls
3. Extremely thin flakes
4. Forced-oil lubrication for all bearings
5. Entirely encased—therefore dust and oil proof.
6. Smooth surfaces, easy to keep clean
7. Low power consumption
8. HIGHEST EFFICIENCY—THINNEST FLAKES

BUHLER B

TH. H. KAPPELER, M. E.

44 Whitehall St.
New York, N. Y.

Sole American Distributor

Newman Tallow & Soap Machinery Co., Chicago

Selling Agents

Say you saw it in SOAP!

Colgate-P-P Merger Approved

Stockholders of Colgate & Co. and the Palmolive-Peet Co., have approved the action of the boards of directors in combining the two organizations. The action of the directors provided for the merger being effective July 1, under the new company name, Colgate-Palmolive-Peet Co., as reported in the previous issue of SOAP. The merger is being effected through an exchange of stock, the new firm's incorporation certificate providing for 3,000,000 shares of common stock and 300,000 shares of preferred stock, 130,000 shares of the latter to be issued immediately to replace the outstanding 7% preferred stock of both constituent companies. No public financing is contemplated at this time.

Sidney M. Colgate is chairman of the board of directors of the Colgate-Palmolive-Peet Co., Charles S. Pearce is president and general manager and A. W. Peet is chairman of the executive committee. Felix Lowy will handle sales and advertising, as a vice president, and N. N. Dalton has been elected vice president in charge of production. Included on the executive committee, along with Mr. Peet, are Messrs. Pearce, Lowy and Dalton, Robert Colgate, Bayard Colgate and W. E. McCaw. Russell Colgate is chairman of the finance committee.

Colgate & Co. was founded in 1806 and has been in the soap and perfumery business since that date, one hundred and twenty-two years. The Palmolive Co. was founded in 1864, as the B. J. Johnson Soap Co. Peet Bros. Co., which was merged with The Palmolive Co. January 1, 1927, was founded in 1872. The new company unites three of the oldest and largest soap and perfumery businesses of the United States. The annual sales of the new company for the year 1927 approximated one hundred million dollars.

The merger, according to the official announcement, brings together, under one sales and advertising organization, many of America's best known nationally advertised products, including Palmolive Soap, the largest selling toilet soap in the world, and Cashmere Bouquet, the oldest and best known highly perfumed soap in America. Octagon products, made by Colgate & Co., rank as the largest sellers in much of the east and south, while Crystal White laundry soap has the same rank in the middle and far west. Also included are such well known articles as Palmolive Shaving Cream, Colgate's Rapid Shave Cream, Colgate's Ribbon Dental Cream, and Super Suds, a new soap product in bead form.

The new company will have, as a result of the merger, large manufacturing units at Jersey City, N. J., Milwaukee, Wis., Chicago, Ill., Jeffersonville, Ind., Kansas City, Kans., Berkeley, Calif., and Portland, Ore. Manufacturing operations are also carried on in Canada, Australia, England, France, Germany, Italy, Denmark, Sweden, Belgium, Cuba, Mexico, Argentine, and Brazil. The executive offices will be located at Chicago. At the present time, there is in the course of construction, in Chicago, a thirty-seven story office building, located at the corner of Michigan Boulevard and Walton Place, which will house the offices as soon as completed.

Glycerin Market Continues Quiet

A quiet glycerin market with little interest displayed by consumers is noted by Parsons & Petit, New York, in their market report under date of Aug. 3, which states: *"Dynamite*:—The market has been very quiet, during the week just ended. We have heard of one transaction at 12¼c and have no doubt that sellers can be found at that figure today, although the general asking price, continues to be 12½c. But little interest is shown in the article and it is evident that there are no immediate necessities on the part of the Powder people and very little inclination, to speculate on the Anti-Freeze demand for the coming season. We should witness some buying by the Explosives people, within the next two months, but we do not anticipate that they are going to need a great deal, for some have already bought over that period. *Crude*. There is more interest in this grade, than in Refined. Soap Lye is 7½c, basis of 80%, loose, delivered, bid and while the sellers are hoping to get more, occasional carloads come out at the price named. If a round lot of high grade goods could be obtained, it is possible that buyers might be induced to raise their limit, a slight fraction, just at this time. It is said that there has been a purchase made abroad, for American account, but it has not affected the market there, which is very much depressed. Saponification is nominally 8⅝c, basis of 88%, loose, delivered, but very little buying of this grade is being done by refiners. *Chemically Pure*. Refiners are holding their price at 15c, in bulk, and business seems to be about normal."

Henry G. Perry, for several years connected with Cook, Swan & Young Corp., New York oil house, joined Irving R. Boody & Co., New York, on August 1. Mr. Perry will manage the Boody oil department, having charge of sale and distribution of animal, fish and vegetable oils produced by foreign houses, represented here by the Boody company.

A. L. VAN AMERINGEN

Essential Oils, Synthetic Chemicals, Natural and Synthetic Flower Oils

30 IRVING PLACE, NEW YORK
180 N. WACKER DRIVE, CHICAGO

Manufacturing Laboratory
451 S. JEFFERSON STREET
ORANGE, N. J.

Research opens new avenues to the perfume chemist. Our laboratory is constantly finding new ways to make aromatic chemicals. Such products vary less in quality and price, than natural oils. As a result, many soap, insecticide and disinfectant manufacturers are turning to our lines, to improve their perfumed products. WE INVITE YOUR INQUIRIES.

One of the leading discoveries of research in the last few years, is *amyl cinnamic aldehyde*. We make the absolutely pure product and market it under the name of

FLOMINE

It is indispensable in jasmin, can be used in many other odors, and has a real place in soap perfuming. Leading soap-makers are working with it. Flomine is a pure chemical body. We guarantee its specifications to be: *B.P. 152° C. under 2 mm. vacuum. Aldehyde content, 99-100%. Foreign aldehydes, none. Chlorine content, none. Acid content, none.*

ALSO many soap and disinfectant odors, $1.50 to $7.00 per lb.

SEND FOR SAMPLES. Make your own tests with our samples. See in what respects the van Ameringen ingredients have improved your products. We'll abide by the results.

Editor's Correspondence

Society for Soap Chemists

Editor, SOAP:

The writer read with interest your editorial "A Technical Soap Society" in the July issue of SOAP. Our Society has been trying to interest a great number of soap chemists and manufacturers in our activities with a view to developing considerable more work in soap manufacturing problems. We have succeeded very materially in this and number among our members some of the most outstanding soap chemists.

It may interest your readers in knowing that a committee of our society has developed standard methods of soap analysis and we have had for the past four years a Detergent Committee which has been trying to develop a standard procedure for determining the detergency of soap. Your readers will realize this is a very ambitious undertaking and the committee has made wonderful strides in this work.

The Governing Committee of our Society has under consideration at this time a proposal to develop a Soap and Soap By-Products Section and we hope to reach a definite decision in the very near future. It is further being considered to hold a fall meeting in New York and devote the entire time to perfecting this section and discussing the problems to be undertaken. We appreciate the fact that our annual meetings have been devoted to crushing, extracting, refining and closely allied subjects. You can appreciate our reasons for this in that a very large majority of our members are interested in these subjects.

I can assure you we desire to cooperate with soap chemists and our organization is anxious to assist in the solution of the problems of the soap industry. Definite steps towards this end, as stated above, are under consideration and we hope to announce the result of our efforts in this connection at an early date.

A. W. PUTLAND,
President, American Oil Chemists' Society.
Portsmouth, Va.
Aug. 6, 1928.

Editor, SOAP:

Attracted by your recent article regarding a technical soap society similar to the *Vereinigung der Seifensieder and Parfumere* in Germany, of which I was formerly a member, would like very much to see some initial step taken in the United States toward the establishment of such a society. In view of this, I am writing you with the hope of crystallizing the idea and the possibility of forming a nucleus about which such a society may develop. In considering this matter I am impelled by the following reasons which I think would justify the society:

1. Promoting the knowledge of the technical man through regular instructive articles in the soap magazine.

2. A compilation of all those who want to protect the soapmaker's craftsmanship.

3. Accumulating the experiences of those long in the industry for the benefit of the man who is just coming in, thereby helping him to develop to the profit of himself and his company more rapidly.

4. To build up America's soap industry not only on mass production but on research and fundamental knowledge, also that we may get away from the charge that the American chemical industry is built on dollars rather than on men and accumulated technical knowledge.

5. Last at least, developing an organization of men who work together toward mutual interests to build the industry to greater size and prosperity.

Personally, I am quite interested in giving this organization the necessary start and impetus to get it going, and see it become a reality.

LOUIS E. BRUNNER, Chief Chemist,
Continental Chemical Corp.

May Wax and Polish Exports

Shipments of polishes, waxes, dressings, etc., were as follows in May:

Metal and stove polishes	184,201	lbs.	$31,222
Shoe polishes	266,590	"	73,197
Leather dressings and stains	184,427	"	35,604
Floor, wax, wood, furniture and auto polishes	244,073	"	51,991

Canada bought large quantities of all kinds of polishes, dressings, waxes, etc., the United Kingdom having taken substantial amounts of leather stains and dressings and of floor wax and miscellaneous polishes. Brazil and Japan bought large quantities of metal and stove polishes.

Parcel post packages for Bolivia are now subject to an extra tax of 30 per cent, according to a recent decree approved by the Bolivian Congress.

HEIKO

SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet

HEINE & CO.
NEW YORK
TELEPHONE BEEKMAN 1535
52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

PERSONAL and IMPERSONAL

Otto Carlson formerly with the J. M. Millers Soap Co., Los Angeles, Calif., is now associated with Pecks Products Co., St. Louis.

Dr. Andrea de Pollitzer of the August Pollitzer Co., Trieste, Italy, manufacturers of castile and green olive oil soaps, sailed for Italy on Aug. 4 after a month in the United States visiting many of the large soap plants.

A. G. Stern of Colgate & Co. sailed Aug. 4 for a six weeks trip through France, Germany, and England, to study soap manufacturing conditions in those countries.

Charles A. Meyer, president of the Los Angeles Soap Co. underwent a slight operation last month, from which he has now recovered fully.

R. M. Hollingshead & Co., Camden, N. J., manufacturers of Whiz products, have appointed N. W. Ayer & Son to handle their advertising account.

Elos A. Ray, for several years superintendent of the Potter Drug & Chemical Corp. soap plant, is now with the Iowa Soap Co., Burlington, Iowa, in charge of toilet soap production.

Gold Dust Corp. profits for the fiscal year ending Aug. 31 will probably be about $9 per share on 294,643 no par shares, which is larger than previous estimates, according to Wall St. reports. Reports state that there is a likelihood of the dividend rate being increased from $3 to $5 per share in view of the large earnings. This action if taken might facilitate the proposed merger with the American Linseed Co. which has been opposed by important Linseed stockholders.

Los Angeles Soap Co. was awarded reparation in a decision in the case against the Atchison, Topeka & Santa Fe Railway Company by the Interstate Commerce Commission. The Commission stated that "the rate on cottonseed oil, in tank car lots, from Phoenix, Glendale, and Mesa, Arizona, to Los Angeles, found unreasonable. Reparation awarded.

National Oil Products Co., Harrison, N.J., makers of textile and tanning soaps and specialties, announce the appointment of Leslie M. Brown as sales manager of the tanning oil division. He was formerly with the Radel Mfg. Co., Newark, N. J.

Procter & Gamble Co. reported the largest volume of business in the history of the company for the fiscal year ending June 30. The total was $210,615,194 which compares with $191,776,977 for the previous year. Net profit was $15,579,335 compared with $15,004,975 a year ago.

James J. Bradley & Co., New York have appealed to the U. S. Circuit Court to set aside the recent Federal Trade Commission ruling regarding the use of the phrase "English Tub Soap" in connection with the sale of some of the soap firm's products. The Commission held that such labeling deceived consumers in that it led them to believe the soap was made in England, whereas the product in question was being made in the United States.

Muhlens & Kropff, Inc., New York, have been cited by the Federal Trade Commission for alleged unfair competition, the complaint reciting that the firm's trade mark, "4711," registration for which was recently denied, and the firm name, tend to mislead the public in confusing them with the products and company name of Ferd. Muhlens, Inc.

Sir Ofori Atta, chieftain of the Gold Coast, was a recent visitor at the Harris Soap Works at Stratford, England, says the *British Soap Manufacturer*, and saw palm oil from his own country being pumped into the soap kettles.

K. O. D. Soap Works, Fairport, N. Y., has increased its capital stock from $25,000 to $50,000.

ONLY THE FINEST QUALITY

That is Bertrand Freres Policy on all products sold under their label.

Every soap manufacturer should become acquainted with the following B. F. oils—

OIL GERANIUM
OIL VETIVERT BOURBON
OIL VETIVERT JAVA
OIL PATCHOULY
OIL THYME
OIL ROSEMARY
OIL LAVENDER FLOWERS
OIL LAVENDER SPIKE

Two new B. F. Specialties

RESIN PATCHOULY RESIN VETIVERT

Combining the perfume value of the oil with the fixative properties of the resin.

OIL BERGAMOT **VILARDI** OIL LEMON

Our principal Paolo Vilardi is located in the heart of the producing regions. Every can of Lemon or Bergamot offered by Vilardi is sealed by chemists of the Italian Government. This is your guarantee of purity.

Let us submit quotations.

Sole Representative of

Bertrand Freres, S. A.

GRASSE FRANCE

P. R. DREYER INC.

26 CLIFF STREET NEW YORK

Sole Selling Agent for

VANILLIN FABRIK
Hamburg, Germany
Aromatic Chemicals

NORD AFRICAN COMMERCIAL
Alger, Africa
Oil Geranium

H. RAAB & CO.
Roermond, Holland
Artificial Musks

PAOLO VILARDI
Reggio Calabria, Italy
Messina Essences

Say you saw it in SOAP!

Kolynos Co., New Haven, Conn., manufacturers of dentifrices, has been taken over by the American Home Products Corp., New York, the proprietary medicine and drug corporation. The directors of the latter concern have authorized the issuance of 65,000 shares to finance the acquisition of the Kolynos acquisition.

Mathieson Alkali Works earned a larger net profit during the second quarter of this year than in the same period of 1927, according to the *Wall St. Journal,* indicating a new high level for 1928 as there is every reason to hope for continued good business.

Holbrook Mfg. Co., Jersey City, N. J., recently mailed a folder to the trade in which the various quarters occupied by the firm in its sixty one years of existence were illustrated. The company, bought by Robert Gasten and George R. K. Smith, in the Fall of 1867, from Francis L. Holbrook, was first located at 537 W. 24th St., New York, having continued to have its quarters in that city until 1910, when the present modern plant was erected in Jersey City.

National Oil Products Co., Harrison, N. J., makers of textile and leather soaps, oils, etc., are issuing 5,000 shares of $7.00 cumulative convertible preferred stock through the Detroit Co., New York, proceeds from the new issue to be used in retiring $58,700 worth of outstanding 8% preferred stock and first mortgage serial notes and for the erection of an oil deodorizing plant. The company has no funded debt and no bank loans. Metasap Chemical Co., a subsidiary, makes metallic soaps.

Fritzsche Brothers, Inc., New York, have issued a wall chart of essential oil and aromatic chemical prices. The chart shows the yearly high and low prices for the important oils and aromatics from 1908 up to and including 1927. There are spaces for filling in the figures for 1928, 1929, and 1930.

O. B. Westphal, formerly vice-president and general sales manager of the Jewel Tea Co., has been appointed vice-president and general manager in charge of the Western division of the Grand Union Co. which was formerly Jones Bros. Tea Co. and owned the Bonded Products Co., Brooklyn soap manufacturers.

A. J. Redpar, head of the Florida Soap & Chemical Co., Jacksonville, Fla., has transferred his headquarters to 505 Cathedral St., Baltimore, where he will engage in doing consulting work for the soap industry, his services being available both in solving technical and equipment problems. During his absence from Jacksonville, W. H. Hackett will be in charge of the factory. Mr. Redpar has had years of experience in the manufacture of soaps of all kinds, having come to this country, from Brazil, in 1888, and having been engaged in soap making here since about 1890. Previous to that time he had been connected with an English soap house. He established his own business, in Baltimore, in 1909, having continued it until the outbreak of the war, in 1914. From 1914, through 1924, Mr. Redpar did general consulting work, his work having included the erection of several plants in Mexico and South America. Since 1924 he has been operating the Jacksonville firm.

Columbia Chemical Division of the Pittsburgh Plate Glass Co., makers of alkalies, have issued a booklet through their selling agents, Isaac Winkler & Bro. Co., Cincinnati and New York. The booklet contains a short history of the company's alkali division, tracing developments from 1899, when plant construction was started at Barberton, O., a general discussion of alkalies, along with specific information regarding Columbia brand products, and numerous useful technical tables. Copies may be procured from either of the Winkler offices.

Hine Brothers Soap Co., Chicago, six story building at 4023 South Ashland Av. was partially destroyed by fire on August 1. The total damage is estimated at about $100,000.

Hoyt Brothers, Inc., Newark, N. J. have received a formal complaint from the Federal Trade Commission alleging the use of the term "castile soap" on soap made for them by the Cincinnati Soap Co. and J. Eavenson & Sons, which is not made from olive oil. This is the usual castile soap complaint which is already pending against James Kirk & Co. and other soapmakers.

Colgate & Co. have announced the retirement of James D. Adams, connected with them for fifty-three years, in recent years head of the Colgate printing department. William Hoffman has succeeded Mr. Adams.

Soap Perfume Oils

Produced by

ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African — Geranium Bourbon

Lavender Fleurs — Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

GEORGE SILVER IMPORT CO.

461-463 FOURTH AVENUE

NEW YORK CITY

Say you saw t in SOAP!

ON PRODUCTS AND PROCESSES

In testing development of rancidity in fats and oils, hydroquinone in proportion of about one-half of one per cent cut rancidity development about 50 per cent. The following were tried and had no effect: salicylic acid, aspirin, betanaphthol, phenol, pyrogallic acid, and resorcinol. — *Jour. American Pharmaceutical Assn.*, 17, 243, 1928.

Soaps which lather profusely are produced by the addition to ordinary soaps of a mixture of equal parts of turpentine and chlorethylene or other chlorinated hydrocarbon. The process has been patented in Germany by Chem. Farb. Stockhausen & Co.—Perfumery & Essential Oil Record, June, 1928.

Speed of saponification of various fats is inversely proportional to their content of unsaturated glycerides. The speed is greatly increased by the addition of one per cent of certain aromatic hydro-carbons. Of the reagents tested, hydroquinone, naphthalene, and sodium naphthalenesulfonate exert no influence on the reaction, phenol and eugenol accelerate the reaction but cause no temperature increase, cresols, naphthols and thymol increase the temperature from 34 deg. to a maximum of 50 deg. Activation is probably due to the formation of absorption compounds at the double carbon bond of unsaturated fatty acids, causing surface orientation of the hydrocarbon chains and weakening the molecule, thereby allowing easier attack by the caustic soda.—*Seifensieder Zeitung*, 55, 127, 1928.

A suitable formula for a paraffin soap, as related in a recent issue of the *British Soap Manufacturer* is as follows: 350 parts of beeswax, 300 parts each of paraffin and ceresin, 30 parts of caustic soda and 100 parts of water. The mixture is heated at 160 to 180 C. in a steam autoclave, under a pressure of ten atmospheres, being agitated, during the heating, for eight hours.

Soap is stabilized against rancidity by use of a condensation product of an aromatic amine such as aniline oil, toluidine, or xylidine with formaldehyde, acetaldehyde, or other aliphatic aldehyde.—U.S. Patent No. 1,672,657.

In the manufacture of liquid soaps, the following facts regarding hydrolysis, transparency, etc., are noted by Kraft: Temperature at which the soap hydrolizes is always lower than the fusion point of the fatty acids. Oleic acid, castor and coconut oils are recommended. Hydrolysis of the soap for certain uses can be cut down by the addition of ethyl, methyl, or propyl alcohols, glycerin, glycol, and glucose. Sulfonated fatty acids make the most effective soaps, but may not lather well. Sulfonated oil soaps are mild in action and make clear solutions.—*La Parfumerie Moderne.*

Mucilages of vegetable gums, such as tragacanth, are sometimes added to shaving soaps in order to produce a closer and more creamy lather. Such mucilages, however, are prone to ferment or form mould. Polysaccharide mucilages for use in toilet soaps are at present the subject of considerable technical controversy in Germany.

Wool grease hardens soaps made from soft fats. Saponification of wool grease, covered by German patent No. 404,189, is carried on in a closed vessel at 145 deg. C. When the soap is grained with salt, the alcohols of the wool grease are separated with the soap so as to give a superfatted soap which is then mixed with other fats and saponified.—*British Soap Manufacturer*, 168, 1928.

A deodorant for use on the human body is manufactured by melting together spermaceti, 2 parts; petrolatum, 1 part; and adding zinc oxide, 1 part; boric acid, 1 part, cooling the whole and molding into sticks.—U. S. Patent No. 1,669,016.

A composition for addition to shaving creams designed for softening the beard is composed of sugar, borax, and turpentine dissolved in hot water, according to British Patent No. 274,659.

"Distinguished for its high test and uniform quality."

SODA ASH
CAUSTIC SODA
CALCIUM CHLORIDE
BICARBONATE OF SODA

Michigan Alkali Company

General Sales Department

21 East 40th St. - - - - New York City

Chicago Office: 1316 South Canal Street, Chicago, Ill.

Works: Wyandotte, Mich.

CONTRACTS AWARDED

Armour & Co. at Philadelphia were awarded 2,000 lbs. fulling soap for the Frankford Arsenal, Cir. 6, at 7.125c lb.

Janitors' Supply Co., San Antonio, Tex., awarded 180 pint cans insecticide at 25c can and 180 quart cans at 50c each, all for Fort Sam Houston Quartermaster Dept.

George T. Matthews & Co., St. Louis awarded 400 lbs. soft soap at 11.5c lb. and 750 lbs. at 10.5c lb. for Chicago Quartermaster Dept., Cir. 21.

Armour & Co. awarded 1,200 lbs. laundry soap for Fort Brady at 5.2c lb. Also 2,760 lbs. for Chanute Field at 5.1c lb. and 300 lbs. Chicago at 5.1c, and 3,540 lbs. for Camp Custer at 5.1c lb., and 1,260 lbs. for Camp McCoy at 5.2c lb. and 300 lbs. for Savanna at 5.1c, and 3,000 lbs. for Selfridge Field at 5.1c and 10,020 lbs. for Fort Sheridan at 5.1c lb., and 7,200 lbs. for Fort Hayes at 5.1c, and 15,270 lbs. for Fort Benj. Harrison, and 1,200 lbs. for Fairfield at 5.1c and 8,760 lbs. for Fort Snelling at 5.1c, and 3,900 lbs. for Fort Meade at 5.2c lb. and 6,000 lbs. for Fort Des Moines at 5.1c and 1,800 lbs. for Fort Lincoln at 5.12c, and 120 lbs. for Milwaukee at 5.1c lb.

United States Soap Co. awarded 50 cans scouring compound at 4.7c for Rock Island Arsenal. Also 100 cans for Wright Field at 4.3c.

Windsor Soap Co. awarded white floating soap as follows: 200 cakes for Fort Brady at 5.45c cake; 100 cakes Chanute Field at same price; 200 for Camp McCoy at same price; 400 for Rock Island Arsenal at same price; 500 cakes for Rock Island Arsenal at 3.14c cake; 600 cakes Savanna at 3.14c; 500 cakes Selfridge Field same price; also 1,500 cakes Selfridge Field at 5.45c cake; 100 cakes Columbus at 3.14c; 450 cakes Jeffersonville at 8.35c cake; 200 cakes Camp Custer at 3.14c.

F. H. Leggett & Co. awarded 300 cakes grit soap for Fort Brady at 3.39c cake; 200 cakes for Chanute Field at 3.4c; 100 cakes Chicago at 3.45c; 400 cakes Camp Custer at 3.28c; 300 cakes Selfridge Field at 3.21c; 1,420 cakes for Fort Sheridan at 3.33c; 500 cakes Fort Meade at 4.69c; 500 cakes Fort Des Moines at 3.58c; 125 for Fort Benj. Harrison at 3.29c; 72 cakes Fort Snelling at 3.83c; 500 cakes Fort Hayes at 3.39c.

James Good, Inc. awarded 100 quarts carbon tetrachloride for Fort Sam Houston at 58c quart.

Colgate & Co. awarded 60 tins glycerin for Veterans Bureau at Washington, D. C., at a total of $465.

Oakite Products, Inc. awarded 7,500 lbs. laundry compound for Brooklyn Quartermaster at 9c lb. John T. Stanley Co. awarded 6,500 cakes toilet soap at 3.43c ea. for the same place. Swift & Co. awarded 288 pckgs. washing powder at $2.56.

Clarence Morgan & Co. awarded 10,200 lbs. naphthalene for Chicago Quartermaster Dept., Cir. 200, at 5.15c lb.

Nigeria palm plantations will not be operated by British corporations but will be continued under native direction, under a suitable subsidy, if plans of the government of Nigeria do not miscarry. The government proposes using the subsidy to modernize the industry in the hope of bringing it back to the point where it will again rank as the leading palm oil producing industry.

Goods shipped to Latvia must be accompanied by certificates of origin in order to obtain preferential duties, materials of United States manufacture being entitled to these lower rates, according to regulations published April 11, 1928.

KELLOGG'S

KELLOGG
COCONUT OILS:
Manila Raw
Crystalite
Silver Seal Cochin
Edible
Hydrogenated

Results

ITS results in use finally determine the value of any ingredient you put in your product. But you are entitled to accurate foreknowledge of such results. Production is not the place for experiment.

The Kellogg research laboratories are famous for their achievements in the development of better products and better processes. Their equally important function is constant testing which provides complete information on results to be expected and makes certain the reliability of our coconut oil in every application. Kellogg Coconut Oils are dependable.

SPENCER KELLOGG AND SONS, Inc.
Administrative Offices:
BUFFALO, N. Y.
Refinery: Edgewater, N. J. (New York City)
Mills: Manila, P. I.

Warehouse Stocks at:
Boston *Chicago*
Baltimore *Cleveland*
Detroit *Philadelphia*
Kansas City *New York*
Sales Offices in Principal Cities

COCONUT OIL

RECORD OF TRADE-MARKS

The following trademarks were published in the July issues of the *Official Gazette* of the United States Patent Office in compliance with section 6 of the Act of Sept. 20, 1905 as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Bonide—This in solid letters describing cleaning liquid. Filed by Bonide Chemical Co., Utica, N. Y., May 9, 1928. Claims use since Dec. 18, 1927.

Barbami—This in solid letters describing shaving soap. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., May 9, 1918. Claims use since Nov. 18, 1927.

Hollywood Hair-Re-New—This in solid letters over the picture of a girl describing shampoo. Filed by Paula S. Eilers, Los Angeles, Calif., Nov. 14, 1927. Claims use since Apr. 1, 1927.

Maya—This in solid letters describing deodorant. Filed by McKesson & Robbins, Inc., Bridgeport, Conn., Mar. 20, 1928. Claims use since Nov. 18, 1927.

Olive Oil Skin Soap—This in solid letters and the last two words in a box, describing toilet soap. Filed by Charles A. Crary, Wyoming, Cincinnati, Ohio, April 5, 1928. Claims use since Feb. 7, 1928.

Purista Olive Oil Castile—This in solid letters inside a wreath, describing toilet soap. Filed by Charles A. Crary, Wyoming, Cincinnati, Ohio, April 5, 1928. Claims use since Mar. 6, 1928.

Eiffel Tower—This in solid letters written through the picture of a tower, describing cleaning fluid for removing stains and grease. Filed by Premier Labs., Providence, R. I., May 7, 1928. Claims use since Apr. 1, 1928.

Gasite—This in solid letters describing household insecticide and deodorant. Filed by Bonide Chemical Co., Utica, N. Y., May 8, 1928. Claims use since July 15, 1927.

Cedarchex—This in solid letters written across the picture of a Moth and over the words "The Moth Master," describing disinfectant. Filed by Cedarwood Fumi-Teurs Corp., Atlanta, Ga., May 12, 1928. Claims use since Mar. 11, 1928.

Pino-Cen—This in outline letters describing disinfectants. Filed by Central Chemical Co., Kansas City, Mo., May 12, 1928. Claims use since Feb. 1, 1928.

White Horse—This in solid letters describing antiseptic chemical cleaner for hands, floors, etc. Filed by Chas. H. Briggs & Co., Chicago, Ill., April 24, 1928. Claims use since March 7, 1928.

Dri-Clens-All—This in solid letters in a box, describing dry-cleaning soap preparation. Filed by Warren Soap Mfg. Co., Boston, Mass., May 3, 1928. Claims use since Nov. 1, 1927.

Bluko—This in outline letters on solid background, describing a preparation for cleaning woodwork, furniture, bathtubs, marble, etc. Filed by Bluke Co., Baltimore, Md., May 16, 1928. Claims use since September, 1927.

Marie Earle—This on a fancy background describing toilet soaps. Filed by Marie Earle, Inc., New York, N. Y., May 26, 1928. Claims use since Jan. 10, 1926.

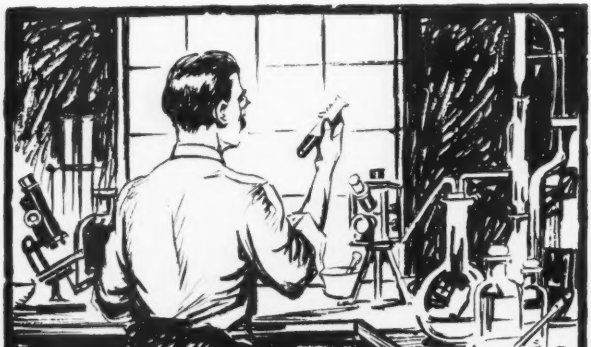
T & Co—This in solid letters written one through the other describing cleaning and polishing material for jewelry and metal ware. Filed by Tiffany & Co., New York, N. Y., May 26, 1928. Claims use since 1900.

Beads—This in outline letters describing soap. Filed by Colgate & Co., Jersey City, N. J., May 31, 1928. Claims use since May 18, 1928.

Padre—This in solid letters describing soap. Filed by Palmolive-Peet Co., Chicago, Ill., June 5, 1928. Claims use since July 1, 1923.

Bunny—This in solid letters over the picture of a rabbit, describing tooth paste for children. Filed by Amera Chemical Co., Minneapolis, Minn., Oct. 31, 1927. Claims use since June 30, 1927.

Chloro-Zol—This in striped letters describing germicide, antiseptic, deodorant powder put up in colored capsules. Filed by American Drug & Chemical Co., Minneapolis, Minn., May 17, 1928. Claims use since May 27, 1925.



Scientific **WITCO** *control assures*

REALLY UNIFORM PALM OIL

WE HAVE our own collecting stations in Africa. As supplies of oil are brought in a careful selection is made from the different lots. These are tested in our laboratory for the golden feature of uniformity. The result is that Witco Palm Oil is *really uniform.*

"Buy Direct and Profit Directly"

Witco Palm Oil therefore offers soapmakers a unique and valuable material for quality production.

WISHNICK-TUMPEER, Inc.

WITCO

MANUFACTURERS AND IMPORTERS
NEW YORK, 251 FRONT ST.
CHICAGO - CLEVELAND

PIONEER Highest Quality ASPHALTS

Akron - Milwaukee - Boston - Trenton

Lactona—This in solid letters describing tooth paste. Filed by Lactona Co., Chicago, Ill., June 4, 1928. Claims use since May 16, 1928.

Mentholatum—This in solid letters describing shaving cream and soap shampoo. Filed by Mentholatum Co., Wichita, Kans., & Buffalo, N. Y., Nov. 19, 1927. Claims use since June 15, 1927.

Scarab Ray—This in outline letters describing household cleansing preparation. Filed by Bauer & Bauer, Norristown, Pa., Jan. 5, 1928. Claims use since May 6, 1927.

Steamo—This on a fancy background describing polishing and cleansing preparations for glass. Filed by Reckitt & Sons, Ltd., Hull, England, May 15, 1928. Claims use since Nov. 23, 1926.

Detergo—This in solid letters describing powder for cleaning all kinds of floors, dishes, linens, etc. Filed by Continental Chemical Corp., Watseka, Ill., Feb. 21, 1927. Claims use since Aug. 1, 1922.

Ivorine—This in outline letters describing washing powder. Filed by Procter & Gamble Co., Cincinnati, Ohio, Sept. 23, 1927. Claims use since April 1, 1883.

Picture of label with Hebrew characters describing scouring powder. Filed by I. Rokeach & Sons, Inc., Brooklyn, N. Y., May 18, 1928. Claims use since June, 1912.

New Dox Idea—This on a solid background and a circle around it describing washing and cleaning compound. Filed by Dox Co., San Francisco, Calif., May 23, 1928. Claims use since April 25, 1928.

Picture of fancy label describing soaps and shampoo-soap solutions. Filed by Lockwood Brackett Co., Waltham, Mass., Jan. 17, 1927. Claims use since Feb. 1, 1926.

Trade Marks Granted

243,217—Insecticides. I. G. Farbenindusdustrie Aktiengesellschaft, Frankfort-on-the-Main and Berlin, Germany. Filed February 6, 1928. Serial No. 261,250. Published April 3, 1928.

243,223—Dry-Cleaning Soap. C. E. Langfield, doing business as The Solvite Company, Northville, Mich. Filed November 7, 1927. Serial No. 257,165. Published January 3, 1928.

243,286—Disinfectant. Happy Feed Mills, Inc., Memphis, Tenn. Filed February 17, 1928. Serial No. 261,811. Published April 10, 1928.

243,327—Automobile and Furniture

(*Continued on Page* 113)

New Patents

Lancaster & Allwine

Registered Attorneys

PATENT AND TRADEMARK CAUSES

402 Ouray Building, Washington, D. C.

Originators of forms "Evidence of Conception" to be signed and witnessed before disclosing an invention to anyone. Sample form and information sent upon request.

No. 1,672,292, WETTING AND DEGREASING AGENT, Patented June 5, 1928 by Gottlieb Zimmerli, of Aarburg, Switzerland. A wetting and degreasing agent, consisting of a neutralized mixture of a highly sulfonated fat having a sulfo-acid amount of at least 40 per cent of the whole fat contents with a water insoluble hydrogenated cresol.

No. 1,672,657, SOAP STABILIZATION, Patented June 5, 1928 by Jesse R. Powell of Chicago, Illinois, assignor to Armour & Company, a corporation of Wisconsin. The method of stabilizing soap which comprises intermixing therewith a condensation product of aromatic amines with aliphatic aldehydes.

No. 1,673,328, SOAP STICK AND HOLDER, Patented June 12, 1928 by William W. Harris, of Newport, New Jersey. A soap stick holder comprising a tubular holder of metallic material and provided with a contracted forward open end and a movable strip of cardboard serving as a wedging element in coaction with said contracted forward end, said strip of cardboard being freely folded about a circular stick of soap and disposed about substantially the whole of the inner face of the holder and for all its positions retained within the holder to engage the inner surface of said tubular holder and including the inner surface of said contracted forward end, said tubular holder having an open rearward end to afford access manually to the rearward end of the stick of soap.

No. 1,673,228, SOAP-DISPENSING DEVICE, Patented June 12, 1928 by Frank J. Cantrell of San Francisco, California. A device of the character described, comprising a head member, a soap receptacle attached thereto and adapted to contain a cake of soap, a brush carried by the head member and adapted

(*Continued on Page* 111)

MYSORE GOVERNMENT

East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore S. India

Distillers of Essential Oils and Manufacturers of Perfumery Products

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

For your own protection, insist on Original Cans and Cases

PACKED IN 100-LB. CASES—EACH CASE CONTAINS 4 25-LB. TINS
SUPPLIED THROUGH YOUR JOBBER

COX, ASPDEN & FLETCHER

Sole Agents in U. S. A.

26 CORTLANDT STREET NEW YORY CITY
PHONE—RECTOR 4586 CABLE ADDRESS—COXASPDEN, N. Y.

Market Report on
ESSENTIAL OILS AND AROMATICS

(*As of August 8, 1928*)

NEW YORK—The demand for essential oils has held at fairly good levels in view of the season of the year. Of course, the demand for flavoring oils has been greater than for soap perfuming materials, but the former has been tempered somewhat by the unusually high prices ruling at this time for lemon and orange. Price revisions during the month have been few and have been about equally divided between advances and declines.

Oil Anise

Following a sharp advance in replacement costs in China, an advance in the spot price of anise was made early this month, bringing the figure here at 60c lb. inside for a lead free oil and to 57c nominal for technical oil. The trade has been looking for a movement in anise for some time, but this has been the first advance in many months.

Oil Bergamot

No change in the position of bergamot has been reported. In spite of the sharply higher figures which lemon and orange are commanding, bergamot closed the month at the same levels as before, namely $5.00 up to $6.00 lb. as to brand and seller. Demand has been quiet.

Oil Cassia

As the excitement in cassia died down during the month, the price slid off and is now somewhere near the point preceding the Government action and spectacular advance. The spot market for U.S.P. oil closed at $2.35 to $2.50 lb. as to seller, a drop of 40c lb. from the figures of last month. No technical oil is available on spot.

Oil Cedar

Oil of the leaf remains unchanged at $1.15 to $1.25 lb. as to seller and brand. Demand is steady. Cedarwood oil appears firmer with

D&O ESTABLISHED IN 1798

Integrity & Organization Are Behind The D&O Label

Our Direct Connection

with the producers of Japanese Camphor Oil and our manufacturing facilities place us in a most favorable position to meet your wants in quantity and quality of any of the items mentioned below,

White Camphor Oil
(Japanese)

Camphor Sassafrassy

Oil Sassafras Artificial

Safrol

(representing the fragrant principles of Natural Sassafras Oil but stronger)

If you are not acquainted with our

Compounded Perfume Bases

for use in insecticide sprays, for deodorizing materials, or for theatre sprays—ask for samples.

OUR PRICE will also suit you.

DODGE & OLCOTT COMPANY
87 Fulton Street New York City

The integrity of the house is reflected in the quality of its products

TERPINEOL — V. F.

Odor — Clean Refreshing — Lilaclike
Color — Absolutely Water White

THE KIND YOU WILL PREFER

Stocks in New York —

P. R. DREYER, INC.

26 CLIFF STREET - - - - - NEW YORK

Sole U. S. Agents for

VANILLIN-FABRIK G.M. B.H.

HAMBURG-BILLBROOK

TELEGR.-ADR.: VANILLINFABRIK • TEL.: SAMMELNUMMER D8 3432

CITRONELLAL
for Soap

Cheaper than Citronella Java
Goes Farther

A. M. TODD COMPANY

KALAMAZOO MICHIGAN

BUSINESS ESTABLISHED IN 1869

Say you saw it in SOAP!

sellers quoting 26c to 27c lb. spot drums.

OIL CITRONELLA

A further weakening of the spot position was noted during the month with a drop of a cent or two in Ceylon figures here. At the close sellers were asking 43c lb. drums spot and quotations of 42c spot were reported. Java oil remained quiet and unchanged at 48c lb. to 50c spot drums as to seller, the same figures noted a month ago. Stocks of both are ample.

OIL CLOVES

The rise indicated in clove oil a month ago continued and the spot price from distillers closed at $1.80 to $1.90 lb. Demand has been good. Raw material prices have moved up sharply, accounting for the jump in oil prices.

OIL GERANIUM

Some foreign shippers shaded their figures slightly during the month and spot holders who were anxious to move stocks were reported cutting prices to get the business. Bourbon oil was offered all the way from $4.25 lb. up to $5.00 lb. spot as to seller and quality. African commanded $3.50 to $3.75.

OIL LAVENDER

For standard brands, $3.00 up to $4.00 lb. as to quality is named without change on spot, although some sellers are offering oil in drums down to $2.60 lb. spot. Demand is quiet.

OIL PEPPERMINT

As new crop oil draws nearer, lower prices are noted for spot material. Sellers reduced quotations during the month and closed at $3.00 to $3.25 lb for natural in cans and $3.25 to $3.40 lb. for U.S.P. The trade appears to look for lower prices within a few weeks, although the market is subject to considerable manipulation.

OIL PATCHOULI

Low prices for patchouli have been noted on spot as larger offerings of oil are made. All the way from $5.75 lb. up to $7.50 lb. are heard for soap oils, with $6.00 being about average here.

Heine & Co., New York perfuming material house, have appointed Alan G. Curry and Charles H. Curry as their California representatives. Messrs. Curry will make their headquarters at 2350 California St., San Francisco.

W. C. Ritchie & Co., Chicago, paper box and fibre can manufacturers, have taken over the Miller Fibre Products Co., also of Chicago, fibre can producers.

Your soap perfume will improve markedly with the addition of

OAK MOSS RESIN

A product of great importance to soapmakers for its odor and fixative value. The remarkable low cost of this product is only exceeded by its extremely high quality. Try it in your odors.

Are you interested in PATCHOULI?

Patchouli D. F., an exceptional high quality synthetic substitute for the natural oil, at a very reasonable cost.

BENJ. FRENCH, INC.

160 FIFTH AVENUE **NEW YORK**

Agents for ***Agents for***

Descollonges Freres **Pilar Freres**

Lyons, France **Grasse, France**

"COLUMBIA BRAND"

Caustic Soda

Solid - Flake
Ground - Liquid

Soda Ash

Light - Dense

Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

Quality -- Service

Address all communications to

THE ISAAC WINKLER & BRO. CO.

Sole Agents

FIRST NATIONAL BANK BLDG.
CINCINNATI, OHIO

50 BROAD STREET
NEW YORK

Say you saw it in SOAP!

Market Report on

SOAP AND DISINFECTANT CHEMICALS

(*As of August* 9, 1928.)

NEW YORK—Prices have been unusually steady and demand quite active during the past month when it is considered that the market is in the midst of what is ordinarily the mid-summer dull period. Apparently many consumers look to good business for their products this fall, judging from the way they are buying chemical raw materials. Contract shipments of basic chemicals such as alkalies and heavy acids, and the more common solvents, have been uniformly reported good. Price revisions have been few and far between.

ALKALIES

Movement of caustic soda and soda ash into consuming channels during the latter half of July were reported in somewhat better than the usual summer volume. Increased activity in several large consuming industries has tended to absorb quickly any surplus stocks in outside hands about the market. Demand for potash caustic is reported to have shown a tendency to expand somewhat early this month, apparently in anticipation of fall needs. No price changes in any of the alkali group have been made.

ROSINS

The movement of rosins during the past month has been in fairly good volume according to reports from Savannah and Jacksonville. There has apparently been a good demand for rosin for immediate requirements all during the past month. Buying ahead, however, is still something of which consumers seem to be afraid. As long as prices remain about as they are, buyers appear more willing to wait and take the market as it comes. Price changes over the month on spot were on a very narrow scale, fifteen or twenty cents per barrel downward being the average change. Spot prices closed: F, $9.80; H, $9.90; M,

THE NEWPORT PRODUCTS *for soap makers*

TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with High Boiling Points and Better Dissolving Properties

for oils, waxes, greases and fats than the solvents commonly used — therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.

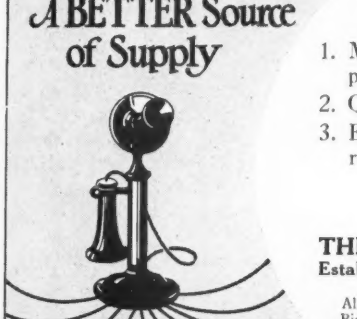
NEWPORT TRADE MARK

The Newport Chemical Works, Inc.
Passaic, New Jersey

Branch Offices and Warehouses:
Boston, Mass. Providence, R.I. Philadelphia, Pa. Chicago, Ill. Greensboro, N.C.

For TRI SODIUM PHOSPHATE

A BETTER Source of Supply



Just Phone Our Nearest Branch

The 18 Grasselli branches and warehouses offer you—

1. More convenient proximity.
2. Quicker delivery.
3. Economy of freight rate.
4. Larger stocks, hence complete shipments.
5. Quality backed by a chemical reputation of 89 years.

Try Grasselli on your next order for TRI SODIUM PHOSPHATE

THE GRASSELLI CHEMICAL COMPANY
Established 1839 **CLEVELAND, OHIO**

Branches and Warehouses

Albany, Birmingham, Boston, Brooklyn, Charlotte, N. C., Chicago, Cincinnati, Detroit, Milwaukee, New Haven, New Orleans, New York, Paterson, Philadelphia, Pittsburgh, St. Louis, St. Paul

GRASSELLI GRADE
A Standard Held High for 89 Years

Diamond Alkalies Include

58% Soda Ash 76% Caustic Soda
Bicarbonate of Soda
Laundry Soda Cleaner and Cleanser
Special Alkali

The Success of *Your* Product

The success of your product depends, primarily, on the uniform quality of the raw materials used in your manufacturing processes. That is why it is vitally important to use Alkalies of the highest grade. Diamond quality never varies.

ALKALI

Diamond Alkali Company
Pittsburgh, Pa., *and Everywhere*

$10.00; WG, $11.20; WW, $11.50. Wood rosin showed no change at $7.50 works.

GLYCERIN

The market for glycerin is still a very uncertain affair. Nobody seems quite certain of the future. Buyers have shown no increased inclination to enter the market for larger quantities until they see more definite developments. At the same time, both holders of crude and refiners appear unwilling to shade prices to attract business. They apparently believe that when the demand is there, buyers will not hesitate to pay current quotations. Prices closed as follows: dynamite, 12¼c; C. P. 15c; crude, 7⅜c; saponification, 8⅜c lb.

COAL TAR PRODUCTS

The demand for naphthalene during the month was a feature of the market. Usually purchases taper off at this season of the year, but demand has continued active with prices strongly maintained at 5c up for flake and 6c up for balls. Spot goods are still commanding a premium in some cases. Cresylic acid showed no change in price during the month in spite of several heavy importations. Sellers were firm in their views at 71c to 73c for dark, and 73c to 78c gal. for pale, according to seller. The position of creosote oil and tar acid oils showed no change, both being in good demand and with prices firmly maintained by sellers. Carbolic acid was cheaper at 13c lb. drums works.

MISCELLANEOUS PRODUCTS

Although the insect powder position has quieted down, the firm position noted a month ago has shown no basic change. Spot sellers of powder are asking all the way from 40c lb. up to 46c in bbls. Japan still reports a strong market pointing upward. Sodium fluoride is in active demand at 8¾c to 9½c lb. as to seller and quantity. Menthol firmer at $5.50.

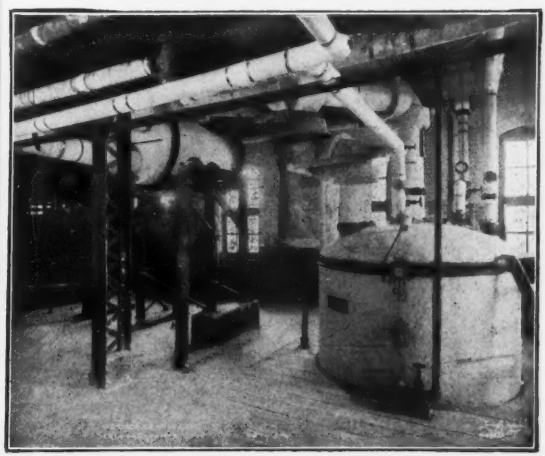
During the month of April, 1928, 667,639 pounds of toilet soap, 3,078,163 pounds of laundry soap and 724,495 pounds of other soaps were exported from the United States. China was the largest buyer of the toilet soap, Canada and the Philippine Islands leading in consumption of the laundry soap. The total value of the exports for the month was slightly less than $500,000.00.

A hand soap made from equal quantities of water solution of soap and chalk are mixed with smaller quantities of soda as hand sawdust and with sufficient water to form a paste, is covered by U. S. Patent No. 1,659,980.

WURSTER & SANGER, INC.

GLYCERINE REFINING PLANTS

The most efficient Glycerine Refining Plant operating with the lowest refining loss and the highest yield of finished product.



The outstanding features of the WURSTER & SANGER process and equipment are:

1. Highest yield of distilled glycerine.
2. Highest percentage of finished glycerine obtained on direct distillation, eliminating rehandling and losses.
3. Lowest steam consumption.
4. Extreme simplicity of operation.
5. Compactness of the plant.
6. Low operating costs.

New Plants Designed—
Old Plants Remodeled

Complete Plants for

Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
Hydrogenation of Oils

WURSTER & SANGER, INC.
5201 Kenwood Avenue
Chicago

PALM OIL

SOFTS MEDIUMS HARDS

Bulk or Packages

Direct importations from our own Produce Stations in the Oil Palm Districts of West Africa.

Palm Kernel Oil

Crushed and Extracted
Bulk and Packages

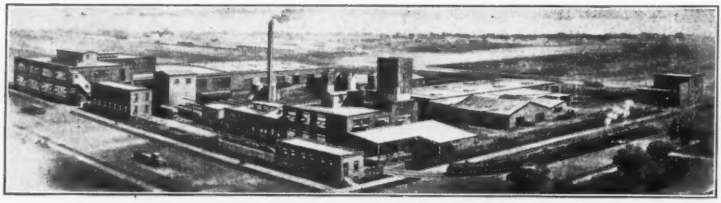
Direct Importers of
Sumatra and Malay
Palm Oil

Rice Oil — Sheanut Oil — Sun Flower Oil — Soya Bean Oil — Sesame Oil

AFRICAN & EASTERN TRADING CO., Inc.

8-10 Bridge Street **New York**

Buy direct from the Manufacturer!



Vegetable Oils — Fatty Acids

CORN — COCONUT — COTTONSEED — PEANUT and PALM KERNEL

There are numberless obvious advantages in buying your raw materials direct from the manufacturer. Not the least lies in our ability to handle our customers' orders promptly at all times. Over fifty years' experience in this business means that the oils and fatty acids will be right in quality and price.

What are your needs?

Barrels, Drums or Tank Cars **Spot or Shipment**

C. F. SIMONIN'S SONS, INC.

Established 1876

TIOGA and BELGRADE STREETS - PHILADELPHIA

Say you saw it in SOAP!

Market Report on

TALLOW, GREASES AND OILS

(Written Aug. 9, 1928)

NEW YORK—Conditions in the market for vegetable oils, fats, greases, etc., have improved somewhat, during the past month, in spite of general weakness in cottonseed oil owing to bearish crop reports. Trading has gone forward on a broader scale with the expectation that the market will widen materially with the advent of September. Olive oils are higher, coconut oil is fractionally lower, palm oil is at the same level reported last month, following slight advances, with the miscellaneous items generally unchanged and steady.

COTTONSEED OIL

Favorable crop reports, coupled with a general holding back among consumers, has resulted in fractionally lower prices on both crude and p.s.y. oils. Crude trading was spotty, sales from Texas at 7¾c having been registered during the closing week of the period. P.S.Y. is down from 9¼c to 9½c, spot, futures running between the same figures and ranging to 9¾c, according to position. Some crop estimates ran to over 15,000,000 bales, the official report, issued Aug. 8, predicting a 14,291,000 bale crop, however. This compares with last season's crop of only 12,955,000 bales.

TALLOW

Business in tallow has shown some improvement, during the past few weeks, being unchanged, but firm, at 8¼c for extra grade. Fancy is somewhat higher, owing to temporary scarcity, at 8¾c. While tallows are firm and steady at these figures, the trade does not look for any upward movement at the present time, production and demand being apparently evenly gaited for the moment.

Stearic Acid

Double and Triple Pressed—Cakes and Powder

Especially suitable for use in the manufacture of shaving creams, textile soaps, metal polishes, textile specialties and related products.

Large production insures the uniformity of Emery stearic acid and is your guarantee that we can meet your demands for quality and service day in and day out. May we quote on your next requirements?

Red Oil

Regular Elaine — Olive Elaine Special Olive Elaine — Single and Double Pressed Saponified—Fatty Acids

Special Olive Elaine is recommended by the N. A. D. C. for use in dry cleaning soaps. Emery Elaines will improve your soaps, polishes and similar products. Our Saponified and Distilled oils are the standards for the industry.

These oils run absolutely uniform, with an unusually low percentage of unsaponifiable material. Shipments can be made on short notice, from warehouse stocks located throughout the country.

EMERY INDUSTRIES, INC.

formerly
The Emery Candle Company
Cincinnati Ohio
New York Office - Woolworth Building - Phone Whitehall 1348-9

Stocks carried in principal American cities

UNIFORM QUALITY Emery ESTAB. 1940

Representatives in leading foreign countries.

The World's Largest Manufacturers of Stearic and Oleic Acids

FREY & HORGAN

25 BEAVER STREET - - - - - - - - - - NEW YORK
Telephones - Hanover 5527-28-29 Cable Address "Freyhorgan"

Vegetable Oils - Tallow - Greases

Coconut Oil *Olive Oil* *Oleo Stearine*
Palm Kernel Oil *Olive Oil Foots* *Oleo Oil*

Standard Soap Frames at Attractive Prices

HAVING discontinued the manufacture of soap, we offer 1200# Standard Soap Frames in good condition as illustrated. Width 16", height 44", length 56". Prices, lots of one to ten $22.50; lots of eleven to fifty $20.00, or lots of fifty-one or more $17.50. Loaded on cars f.o.b. Sherman. Write or wire.

INTERSTATE COTTON OIL REFINING CO.
SHERMAN, TEXAS

WELCH, HOLME & CLARK CO.
563 GREENWICH STREET
NEW YORK CITY

Vegetable Oils

Olive Oil Palm Oil Cottonseed Oil
Olive Oil Foots Palm Kernel Oil Cocoanut Oil

Say you saw it in SOAP!

COCONUT OIL

Coconut oil is weaker, both on spot and at the Coast, larger stocks having recently made their appearance on the market. Spot tanks are offered at 8⅜c and are reported none too strong at that figure. Coast tank sales have been effected at 7⅞c. Copra continues weak.

PALM OIL

Palm oil registered slight advances, early in the period, improvement in supplies coupled with a slackening of interest having caused price recessions to practically the same positions reported last month. Lagos continues scarce on spot, sales ranging between 8c and 8¼c. Shipment lagos continues at 7⅝c. Spot Niger ranges 7½ and 7⅝c, shipment goods being inside at 7¼c.

OLIVE OIL FOOTS

Strength in producing centers has resulted in higher prices on olive oil foots. Spot and future prices range between 10¼c and 10½c per pound.

OLIVE OIL

As in the case of olive oil foots, commercial olive oil has moved up substantially during the last month. Spot and shipment quotations vary from $1.35 and $1.40 per gallon, and the market is quite firm at these figures.

PALM KERNEL OIL

In spite of the fact that temporarily lower prices are being named on competing products, sales of palm kernel oil have been registered with fair regularity. Tanks are unchanged at 8½c, both on spot and for shipment. Packages are from a cent to two cents higher, according to quantity.

Crude cottonseed oil stocks were practically the same at the end of the first half of 1928 as they were June 30, 1927. Refined oil stocks were about ten per cent smaller. Statistics follow:

Item	Season	On hand Aug. 1	Produced Aug. 1 to June 30	On hand June 30
Crude oil, lbs.	1927-8	[1]16,296,641	1,465,250,911	[3]33,508,771
	1926-7	8,280,561	1,865,342,894	33,985,356
Refined oil, lbs.	1927-8	[2]378,612,700	[3]1,285,104,852	[4]415,428,284
	1926-7	145,670,884	1,624,689,256	460,163,316

J. C. Francesconi & Co., New York vegetable oil and wax house, has been petitioned into bankruptcy. Liabilities were about $100,000, assets having figured at only about ten per cent of that sum.

Jewel Tea Co. showed an increase in sales for the first 28 weeks of 1928 of eight per cent over 1927. The sales this year were $8,380,757 for 1,105 wagon routes, against $7,718,244 for 1,092 routes last year.

WILSON BROKERAGE, INC.
"STRICTLY BROKERAGE"
Tallow - Greases - Oils
Tel.: Bowling Green 4159
429 Produce Exchange New York, N. Y.

Vegetable Oils
Olive Oil Foots Corn Oil Cottonseed Soap Stock
Palm Kernel Oil Coconut Oil Corn Oil Soap Stock
Domestic and Oriental Soya Bean Oil
FISH OILS - GLYCERIN - VEGETABLE TALLOW
ROESLING, MONROE & CO.
25 Broadway New York 327 S. LaSalle St. Chicago 52 California St. San Francisco

Users secure definite advantages

CAUSTIC POTASH
(Flaked, solid or liquid)

CAUSTIC SODA
(Flaked, solid or liquid)

PARADICHLOROBENZENE

Associated with Electro Bleaching Gas Company

Pioneer Manufacturer of Liquid Chlorine

NIAGARA ALKALI COMPANY
9 EAST 41ST ST NEW YORK CITY
PLANT: *Niagara Falls, N.Y.*

Joseph Turner & Co.
Sales Agents for Caustic Soda and Bleach
19 Cedar St
New York

Sole American Agents for the

WORLD'S LARGEST PUMICE STONE MILL

Soc. An. Italiana Saltalamacchia, Dietrich & Cie

Producers of

Pure Italian

PUMICE STONE

All Grades *Barrels or Carloads*

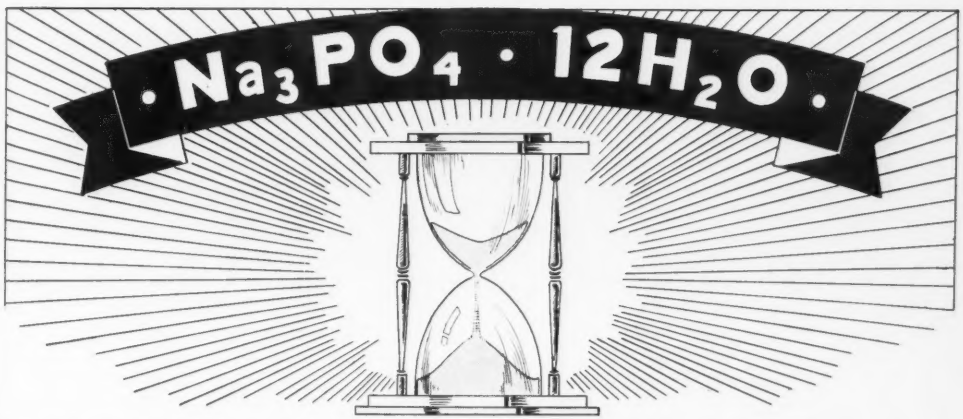
Send your next inquiries to us!

M. A. BOET COMPANY
INCORPORATED
150 Nassau Street New York

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.08¼	.08½
Cresylic, 95%, dk., drums	gal.	.71	.73
97-99%, pale, drums	gal.	.74	.76
Formic, 85%, tech.	lb.	.11	.12
Oxalic, bbls.	lb.	.11	.14
Salicylic, tech.	lb.	.37	.40
Sulfurous, 6% cbys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.14	.16
Anhydrous, bbls.	lb.	.15	.17
Alcohol, Ethyl, U. S. P., bbls.	gal.	2.75	3.00
Complete Denat., No. 5, drums ext.	gal.	.43	.45
Alum, potash, lump, lb.	lb.	.02¾	.03½
Ammonia Water, 26 deg., drums wks.	lb.	.03½	.04
Ammonium Carbonate, tech., bbls.	lb.	.08½	.13
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.90
St. Thomas, bbls.	gal.	.85	.90
Domestic, bbls.	lb.	.70	.80
Benzaldehyde, U. S. P.	lb.	1.15	1.25
Technical	lb.	.60	.65
Bleaching, Powder, drums	100 lb.	2.00	2.50
Borax, pd., cryst., bbls., kgs.	lb.	.04½	.05
Carbon Bisulphide, drums	lb.	.05	.06
Carbon Tetrachloride	lb.	.06¼	.07½
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	15.00	30.00
Cresol, U. S. P., drums	lb.	.14	.17
Creosote Oil, drums	gal.	.14	.17
Formaldehyde, bbls.	gal.	.08	.09
Fullers Earth, bags	lb.	.01¾	.02
Glycerin, C. P. drums	lb.	.15	.15½
Dynamite, drums	lb.	.12½	.12⅝
Saponification, tanks	lb.	.08⅛	.08½
Soaps, Lye, tanks	lb.	.07½	.07¾
Hexalin, drums	lb.	—	.60
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae.			
Lime, live, bbls.	100 lb.	1.10	1.20
Menthol cases	lb.	4.20	4.40
Synthetic	lb.	3.00	3.25
Mercury Bichloride, kegs	lb.	1.65	1.80
Naphthalene, ref. flakes. bbls.	lb.	.05	.06
Nitrobenzene (Myrbane) drums	lb.	.09	.12
Paradichlorobenzene, bbls.	lb.	.17	.20
Paraformaldehyde, cases	lb.	.40	.42
Petrolatum, bbls. (as to color)	lb.	.04	.09
Phenol, (Carbolic Acid), drums	lb.	.13	.15
Pine Oil, bbls.	gal.	.70	.72
Potash, Caustic, drums	lb.	.07⅛	.07¼
Potassium Bichromate, sasks	lb.	.08½	.09
Pumice Stone, powd.	100 lb.	2.00	3.00
Rosins (600 lb. bbls. gross for net)—			
Grade B to H, basis 280 lb.	lb.	9.55	9.90
Grade K to N	lb.	9.90	10.15
Grade WG and WW	lb.	11.20	11.50
Wood, works	lb.	—	7.50
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls., up, local	100 lb.	2.29	2.50
Soap, Mottled 40 lb. box	lb.	.15	.18
Powdered White, U. S. P.	lb.	.29	.30
Green, U. S. P.	lb.	.07	.07½



$Na_3PO_412H_2O$ is the symbol for all trisodium phosphate. Similarly the name VICTOR has come to be recognized as the symbol for T. S. P. of unusual quality, because of its exceptional free flowing properties.

This remarkable characteristic, plus uniform crystallization and brilliant color, have made VICTOR T. S. P. the outstanding favorite. Ample stocks at convenient centers assure low delivered cost. Place your next order with VICTOR.

VICTOR CHEMICAL WORKS

CHICAGO

Nashville **New York** **St. Louis**

Palm Oil

Plantation
Lagos and Softs
Semis and Niger

Palm Kernel Oil

Average Analysis
f.f.a. - 3.60
2.5 red - 30 yellow

Deliveries in all positions
in
BULK, TANK CARS, DRUMS and BARRELS

THE NIGER COMPANY, INC.
82 BEAVER STREET NEW YORK

Agents for
British Oil & Cake Mills, Ltd., Hull, England

"WESTEREGELN"
Caustic Potash

Manufactured by
Consolidirte Alkaliwerke
Westeregeln Germany

Sole Agents U. S. A., Canada and Cuba

TRUEMPY, FAESY & BESTHOFF, Inc.
75 WEST STREET NEW YORK

Say you saw it in SOAP!

Soda Caustic, Contract, wks. sld...100 lb.	2.90	3.10
Five drums up, solid, local.....100 lb.	3.66	3.80
Five drums up, grnd. flk.....100 lb.	4.31	4.55
Soda Sal, bbls. .....lb.	.90	1.00
Soda, Sesquicarbonate, bbls. .....100 lb.	3.00	3.75
Sodium Chloride (Salt) .....ton	13.00	20.00
Sodium Fluoride, bbls. .....lb.	.08¾	.09½
Sodium Hydrosulphite, bbls. .....lb.	.26	.28
Sodium Phosphate, bbls. .....lb.	.04	.05
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drum....100 lb.	.75	1.20
Drums, 60 deg., wks. .....100 lb.	1.65	1.90
In tanks, 10c less per hundred works.		
Tar Acid Oils, 15-25% .....gal.	.26	.30
Zinc Oxide, lead free .....lb.	.07	.08
Zinc Stearate, bbls. .....lb.	.18	.18½

Oils—Fats—Greases

Castor, No. 1, bbls. .....lb.	.14¼	.14½
No. 3, bbls. .....lb.	.13¾	.14
Coconut, tanks, N. Y. .....lb.	—	.08⅜
Tanks, Coast .....lb.	—	.07⅞
Fatty acids, mill, tanks .....lb.	—	—
Cod, Newfoundland, bbls. .....gal.	.67	.68
Copra, bags, Coast .....lb.	—	.05
Corn, tank, mills .....lb.	—	.08⅝
Bbls., N. Y. .....lb.	—	.10
Fatty acid .....lb.	—	.08⅞
Cottonseed, crude, tanks mill .....lb.	—	.07¾
PSY .....lb.	.09¼	.09¾
Fatty Acids, mill, bbls. .....lb.	—	.08⅞
Degras, Amer., bbls. .....lb.	.04½	.06
English, bbls.....lb.	.05⅜	.05¾
German, bbls.....lb.	.04	.04½
Neutral, bbls. .....lb.	.07¾	.09½
Greases, choice white, bbls., N. Y. ...lb.	.07½	.09½
Yellow .....lb.	—	.07½
Brown .....lb.	—	.07¼
House .....lb.	—	.07⅜
Bone Naptha .....lb.	—	.07¼
Lard, prime steam, tierces .....lb.	—	.12¼
Compound tierces .....lb.	—	.12
Lard Oil, edible prime .....lb.	—	.16¼
Extra, bbls. .....lb.	—	.12½
Extra, No. 1 bbls. .....lb.	—	.12¼
No. 2, bbls. .....lb.	—	.11¼
Linseed, raw, bbls., spot .....lb.	.09⅞	.11
Tanks, raw .....lb.	.09	.09¼
Boiled, 5 bbl. lots .....lb.	—	.11¼
Menhaden, Crude, tanks, Balt. .....gal.	.41	.42½
Light pressed, bbls. .....gal.	.62	.63
Yellow, bleached, bbls. .....lb.	.65	.66
Extra bleached, bbls. .....gal.	.67	.68
Oleo Oil, No. 1, bbls., N. Y. .....lb.	—	.13
No. 2, bbl., N. Y. .....lb.	—	.11¾
No. 3, bbls., N. Y. .....lb.	—	.11
Olive, denatured, bbls., N. Y. .....gal.	1.35	1.40
Shipments .....gal.	1.35	1.40
Foots, bbls., N. Y. .....lb.	.10¼	.10½
Shipments .....lb.	.09½	.09¾
Palm, Lagos, casks spot .....lb.	—	.08
Shipments .....lb.	—	.07⅝
Niger casks, spot .....lb.	.07½	.07⅝
Shipments .....lb.	—	.07¼
Palm Kernel, pkgs. .....lb.	.09½	.10
Tank cars .....lb.	—	.08½
Peanut, refined, bbls., N. Y. .....lb.	—	.13¼
Crude, bbls., N. Y. .....lb.	—	.12
Red Oil, distilled, bbls. .....lb.	.09¾	.10¼
Saponified, bbls. .....lb.	.10	.10½
Tanks .....lb.	—	.09
Soya Bean, crude tks., Pacific Coast. lb.	.09½	.09⅝
Crude, bbls., N. Y. .....lb.	.12¼	.12½
Refined, bbls., N. Y. .....lb.	.13¼	.13½
Stearic Acid		
Double Pressed .....lb.	.11¾	.12¼
Triple pressed, bgs. .....lb.	.13¾	.14¼
Stearine oleo, bbls. .....lb.	.10¼	.10⅝
Tallow, fancy, f. o. b. plant. .....lb.	—	.08¾
City, extra loose, f. o. b. plant .....lb.	—	.08¼
Tallow oils, acidless, tanks, N.Y. .....lb.	—	.11½
Bbls., c/l, N. Y. .....lb.	—	.11¾
Whale, nat. winter, bbls., N. Y. .....lb.	—	.78
Blchd., winter, bbls., N. Y .....gal.	—	.80
Extra blchd., bbls., N. Y. .....gal.	—	.82

Diamond G Standard

CRUDE CORN OIL

If you require a pure filtered light colored oil—at the same price you are now paying for ordinary crude—get in touch with us for samples and prices

Refined Soft Soap Oil
Corn Oil No. 2
Corn Oil Fatty Acid
Edible Cocoanut Oil
Cochin Type Cocoanut Oil
White Ceylon Grade Cocoanut Oil
Cocoanut Oil Fatty Acid
Soya Bean Oil Fatty Acid

Refined Palm Kernel Oil
Palm Kernel Oil
Mustard Seed Oil
Peanut Oil Fatty Acid
Cottonseed Oil
Diamond "G" Bleached Beeswax
Purit Decolorizing Carbon
English China Clay "AA" Grade Bolted

THE GLIDDEN FOOD PRODUCTS CO.

Vegetable Oil Refineries

2670 ELSTON AVE., CHICAGO
Armitage 1690

82 WALL ST., NEW YORK
Hanover 3422

LABORATORY **POWCO BRAND** REG. U.S. PAT. OFF *CONTROLLED*

Concentrated Shaving Cream Base

A "fool-proof" product.
Assures perfect shaving cream production.
Saves you 30% to 50%.
Extremely simple to use.

Neutral White Soaps

Finely powdered and especially produced for dentifrice manufacturers. Positive uniformity of physical and chemical constants.

If you have a soap problem, let us help you.

We also furnish in bulk, *finished shaving creams, shampoo jelly, etc.*

JOHN POWELL & CO., INC., 114 E. 32ND ST., N. Y.

Say You Saw It in SOAP!

THE average business house receives a great many inquiries for its products or services every year which cannot be attributed to any special source. A vast majority of these probably originate from some form of advertising but, due to the general tendency toward not mentioning the names of publications, cannot be directly traced.

A short time ago a manufacturer, using space in this magazine, received a number of inquiries during the week following publication. All were for a product which was advertised exclusively in SOAP. Not one of the letter-writers, however, mentioned SOAP, although all of them wrote because they saw the advertising in the magazine.

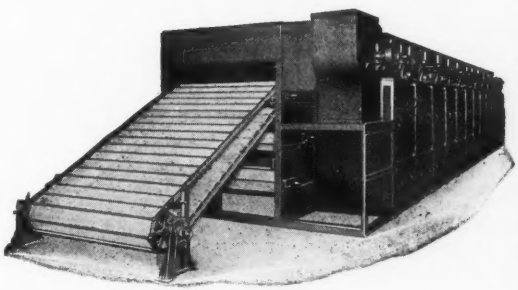
When you write to a manufacturer of raw materials or equipment, in response to advertising in this publication, say you saw it in SOAP. The advertiser will appreciate it—and so will we!

The Publishers

Essential Oils

Almond, Bitter, U. S. P.	lb.	2.75	3.25
Bitter, F. F. P. A.	lb.	3.00	3.75
Sweet, cans	lb.	.70	.75
Apricot, Kernel, cans	lb.	.46	.50
Anise, cans	lb.	.57	.59
U. S. P., cans	lb.	.60	.62
Bay, tins	lb.	1.75	1.90
Bergamot, coppers	lb.	5.00	5.50
Artificial	lb.	2.50	3.50
Birch Tar, rect., bot.	lb.	.50	.55
Crude, tins	lb.	.13	.14
Bois de Rose, tins	lb.	1.75	2.40
Cade, cans	lb.	.26	.28
Cajuput, native, tins	lb.	.75	.80
Calamus, bot.	lb.	3.25	3.50
Camphor, Sassy, drums	lb.	.15½	.16
White, drums	lb.	.11	12
Cananga, native, tins	lb.	3.25	3.35
Rectified, tins	lb.	3.75	4.00
Caraway Seed	lb.	1.75	1.80
Cassia, 80-85%	lb.	—	—
Redistilled, U. S. P., cans	lb.	2.35	2.50
Cedar Leaf, tins	lb.	1.15	1.25
Cedar Wood, light, drums	lb.	.25	.27
Citronella, Ceylon, drums	lb.	.43	.45
Java, drums	lb.	.48	.50
Cloves, U. S. P., cans	lb.	1.80	1.85
Copaiba	lb.	.65	.70
Eucalyptus, Austl., U. S. P., cans	lb.	.57	.59
Fennel, U. S. P., tins	lb.	.80	.90
Geranium, African, cans	lb.	3.50	3.75
Bourbon, tins	lb.	4.50	4.75
Hemlock, tins	lb.	.95	1.05
Lavender, U. S. P., tins	lb.	3.00	4.00
Spike, Spanish, cans	lb.	.90	1.25
Lemon, Ital., U. S. P.	lb.	3.75	3.85
Lemongrass, native, cans	lb.	.90	1.00
Linaloe, Mex., cases	lb.	2.25	2.40
Neroli, Artificial	lb.	10.00	20.00
Nutmeg, U. S. P., tins	lb.	1.65	1.70
Orange, Sweet, W. Ind., tins	lb.	7.00	8.00
Italian, cop.	lb.	7.00	8.50
Distilled	lb.	6.50	7.00
Origanum, cans tech.	lb.	.25	.28
Patchouli	lb.	6.00	7.00
Pennyroyal, dom.	lb.	1.90	2.00
Imported	lb.	1.30	1.35
Peppermint, nat. cases	lb.	3.00	3.25
Redis., U. S. P. cases	lb.	3.25	3.40
Petit Grain, S. A., tins	lb.	1.60	1.70
Pinus Sylvestris	lb.	.85	1.25
Pumilio, U. S. P.	lb.	2.25	2.50
Rose, French	oz.	9.50	10.00
Bulgarian	oz.	10.00	11.00
Artificial	oz.	2.00	2.75
Rosemary, U. S. P., drums	lb.	.45	.50
Tech., lb. tins	lb.	.30	.33
Sandalwood, E. Ind., U. S. P.	lb.	7.00	7.25
W. Indian (Amayris)	lb.	2.25	2.40
Sassafras, U. S. P.	lb.	.80	1.00
Artificial	lb.	.27	.28
Spearmint, U. S. P.	lb.	4.25	4.50
Spruce	lb.	.95	1.05
Thyme, red, U. S. P.	lb.	.75	.80
White, U. S. P.	lb.	.95	1.00
Tech.	lb.	.60	.70
Vetivert, Bourbon	lb.	6.00	9.00
Java	lb.	20.00	22.00
Ylang Ylang, Bourbon	lb.	9.00	12.00

On drying Soap

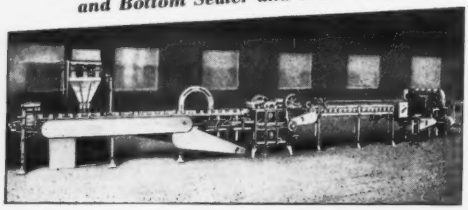


NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

C. G. SARGENT'S SONS CORP.

GRANITEVILLE **MASSACHUSETTS**

Net Weight Scale, Combination Top and Bottom Sealer and Wax Wrapper.



POINT 7 *Fully Automatic In Operation — Labor Costs Practically Nil!*

WHERE the JOHNSON Automatic WAX WRAPPER is used with either type of JOHNSON Sealing Equipment no operator is required. Packages to be wax wrapped in this instance are delivered automatically directly from the dryer of the Sealer onto the intake conveyor of the WAX WRAPPER.

THE 10 POINT *Line*

1. Fitted to Your Plant Requirements!
2. All Parts Made in Our Own Plant!
3. Modern Design, and Constantly Kept So!
4. Same-day shipment of your parts and orders!
5. Speed with Accuracy, Safety & Efficiency!
6. Progressive, Straight Line YET Flexible Packaging!
7. Fully Automatic In Operation — Labor Costs Practically Nil!
8.
9.
10.

Should no sealing or filling equipment be in use, an attendant places the packages on the intake conveyor, after which operation the machine is entirely automatic in its action, delivering the wrapped package to the packing table without further attention from the operator.

Since its wrapping speed is from 35 to 90 packages per minute (depending upon package size and weight) this very low labor cost per unit wrapped is easily absorbed.

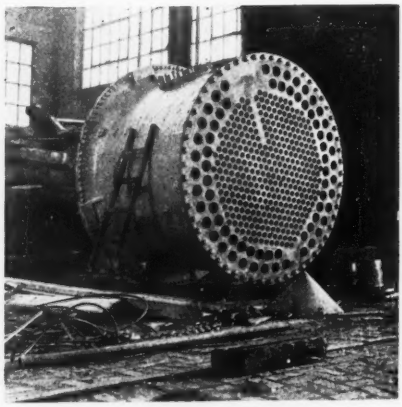
Write for descriptive circular. Specific plans and operating data to fit your particular need are gladly furnished without obligating you. We urge you to put your packaging problem up to us.

JOHNSON AUTOMATIC SEALER CO., Ltd.
Battle Creek, Mich., U. S. A.

NEW YORK
30 Church Street

CHICAGO
228 No. La Salle St.

JOHNSON
AUTOMATIC PACKAGING MACHINERY



Calandria for GARRIGUE Evaporator

The calandria or heating element of the GARRIGUE Evaporator consists of a flanged cast iron ring flared out at one end with seamless copper tubes expanded into heavy copper tube sheets. Expansion of the tubes is taken care of by the flexing of the upper or larger tube sheet. Proper circulation of the liquor through the tubes is obtained by baffling the flow of the steam within the calandria.

WM. GARRIGUE & CO., Inc.
9 S. CLINTON ST. CHICAGO

COMPLETE INSTALLATIONS FOR GLYCERINE RECOVERY

Fatty Acid Distillation Soap Powder
Oil Refining and Bleaching
Oil Hydrogenation
Glycerine Distillation

Aromatic Chemicals

ISOLATES

Anethol	lb.	1.10	1.25
Citral	lb.	2.75	3.00
Citronellal	lb.	3.25	3.50
Eucalyptol, U. S. P.	lb.	.95	1.00
Eugenol, U. S. P.		2.50	3.00
Geraniol, Domestic	lb.	1.50	2.00
Imported	lb.	2.00	5.00
Iso-Eugenol	lb.	3.75	3.90
Linalool	lb.	3.00	5.00
Rhodinol	lb.	7.00	10.00
Safrol	lb.	.28	.30
Thymol, U. S. P.	lb.	2.50	2.65

SYNTHETICS

Acetophenone, C. P.	lb.	3.00	3.75
Amyl Cinnamic Aldehyde	lb.	6.00	12.00
Benzaldehyde, tech.	lb.	.60	.65
Benzyl Acetate	lb.	1.05	1.35
Alcohol	lb.	1.00	1.50
Citronellol	lb.	4.00	5.00
Citronellyl Acetate	lb.	13.00	14.00
Coumarin	lb.	3.60	3.75
Diphenyl oxide	lb.	.90	1.00
Geranyl Acetate	lb.	2.75	3.50
Heliotropin, dom.	lb.	1.75	2.00
Hydroxycitronellal	lb.	10.00	11.00
Indol, CP	oz.	6.00	6.50
Ionone	lb.	5.00	9.00
Linalyl Acetate	lb.	3.50	7.50
Menthol	lb.	4.20	4.40
Methyl Acetophenone	lb.	3.75	4.25
Anthranilate	lb.	2.25	3.00
Paracresol	lb.	8.00	9.00
Salicylate, U. S. P.	lb.	.40	.45
Mirbane, rect.	lb.	.10	.12
Musk Ambrette	lb.	6.00	7.00
Ketone	lb.	7.00	10.00
Xylene	lb.	2.25	2.75
Phenylacetaldehyde	lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot.	lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.	lb.	4.50	6.50
Terpinyl Acetate, 25 lb. cans	lb.	1.00	1.25
Terpeneol, CP, 1,000 lb. drs.	lb.	.34	.36
Cans	lb.	.36	.38
Vanillin, U. S. P.	lb.	6.75	7.50
Yara Yara	lb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.	lb.	.40	.46
Concentrated Extract	gal.	2.75	3.00
Gums—			
Arabic, Amb. Sts.	lb.	.12	.13
White, powdered	lb.	.20	.23
Karaya	lb.	.11	.15
Tragacanth, Aleppo, No. 1	lb.	1.55	1.65
Sorts	lb.	.50	.60
Turkish, No. 1	lb.	1.20	1.30
Waxes—			
Bayberry, bgs.	lb.	.30	.32
Bees, white	lb.	.51	.53
African, bgs.	lb.	.38	.40
Refined, yel.	lb.	.42	.44
Candelilla, bgs.	lb.	.24	.26
Carnauba, No. 1	lb.	.57	.58
No. 2, Yel.	lb.	.51	.52
No. 3, Chalky	lb.	.30	.31
Japan, cases	lb.	.18	.19
Paraffin, ref. 125-130	lb.	.05	.06
Pine Oil, stm. dist.	gal.	.70	.72
Tar Oil, bbls. dist.	gal.	.50	.55
Commercial grade	gal.	.32	.40

An inexpensive perfume for
Soaps - Sprays - Deodorants, etc.

TERPINEOL, C. P.

Made by one of the oldest German manufacturers of chemicals

Schering-Kahlbaum, A.G., Berlin

Get our samples and prices before you place your next order. Stocks carried in New York.

Sole U. S. Agents

C. B. PETERS COMPANY, Inc.

110 WILLIAM STREET NEW YORK

Liquid Soap Dispensers
with a *New Bowl Replacement Feature*

Broken bowls easily replaced without cement, or sending the parts to the factory. Brackets need not be taken from wall.

Bowls are as securely attached to bracket as if cemented and cannot be removed unless broken.

The New Palmer "Letter Series" *Line*

A Style for Every Requirement — Fully Guaranteed.
Write for Descriptive Literature.

PALMER PRODUCTS, Inc.
Main Offices, Factory and Laboratories
MILWAUKEE - U. S. A.
New York Office - 528 W. 40TH ST.

Manufacturers of
School Supplies
Janitor - Sanitary

Send for Complete Catalog

A Few Strong Cobb SPECIALTIES

Auto Soaps
Cleansing Compounds
Disinfectants
Deodorants
Fly Sprays
Insecticides (Dry)
Liquid Soaps
Mechanic's Hand Soaps
Medicinal Soaps
Polishes
Shampoos
Shaving Creams
Toilet Articles, such as Lotions, Mouth Washes, Powdered Toilet Soaps, Bath Soaps, etc.
Tooth Soaps
Pastes, Powders
ETC.

Write us. We can Make it!

Manufacturers of Many Soap Products Have Cut Costs by Adopting Our Method

Back of Strong Cobb Service are modern special equipment for exact manufacture of toilet articles, capacity for unlimited and prompt production, the experience of nearly a century's success with famous nationally advertised toilet preparations—and a jealously guarded reputation for square dealing. Strong Cobb Service is complete. From formula through factory, package—warehousing and shipping if you wish—to shelf or counter. Write us your requirements. Or we will send an expert—not a salesman—to see you. No obligation. WE MAY SAVE YOU MONEY.

Strong Cobb & Company, Inc.

PHARMACEUTICAL CHEMISTS SINCE 1833

38 CENTRAL VIADUCT, CLEVELAND, OHIO

Say you saw it in SOAP!

Bleaching Tallow

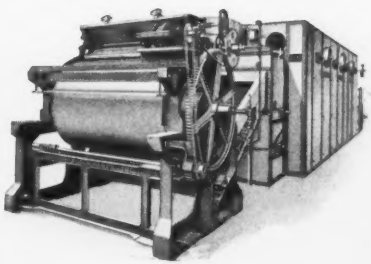
(*Continued From Page 35*)

fact could be farther from the truth. The material of construction of that portion of the equipment which is in contact with hot tallow is of great importance and all commercial metals with the sole exception of aluminum have an extremely adverse effect due to the formation of oil soluble colored colloidal metallic soaps. Iron is by far the worst metal as it rusts easily and iron soaps are particularly highly colored. For this reason, all bleaching tanks, auxillary bleaching tanks and bleached tallow storage tanks are either glass, enamel, or aluminum lined. The pipe lines leading throughout the process work to the various tanks are all made of aluminum.

One can now buy direct from the manufacturer standard filter presses made of duraluminum which are lighter in weight, easier to clean, and also give superior results in bleaching tallow with fullers earth. And while on the subject of filter presses, the writer would like to point out the economy of low pressure filtration. In running the bleach through the press, it should never be necessary to exceed a pressure of 5 pounds gauge even at the end of the filtration. If it becomes necessary to increase the pressure to 10 or 20 pounds to secure a reasonable flow of tallow through the press, there is an excess of water in the bleach which although it should not be there, evidently got in somehow. In one single bleach from the writer's own personal experience, this condition caused an expenditure of $60.00 for new filter clothes to replace those broken by the high pressure filtration made necessary as a result of water in the bleach. The bleached tallow as it leaves the presses is directed by swivel stop cocks either to an inside aluminum trough which leads back to the bleaching tank or to an outside trough which leads to the auxillary bleaching tank.

What has been said about the material of construction applies equally well to the fullers earth used to bleach the tallow. To secure the best results, we should use a fullers earth as nearly iron free as it is possible to get. This iron content of the different fullers earths has more to do with their bleaching efficiency than any other one single property and it is on this basis that many of the different results obtained with different earths can readily be explained.

I WOULD like to present for your approval my conception of the ideal plant layout to bleach 120,000 pounds of tallow per day by



THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

PROCTOR & SCHWARTZ, Inc.
PHILADELPHIA

Fillers and Abrasives—

Buy Direct and Save!

POWDERS

SILICA SMOKE (Soft)
for Nail Polish, Tooth Paste, Gold—Silver—Glass Polish.

TRIPOLI (Velveteen Brand)
for Textile Soaps, Laundry Soaps, Cleaning Compounds for wood and metals.

SILEX (No. 68 Grade)
for Scouring Soap and Powders.

ASH (Volcanic)
for Hand Paste Soap, Mechanics Soap.

EARTH (Infusorial)
for Insecticide Powders.

CLAY (Bentonite)
for Laundry Soaps.

PRECIPITATED CHALK
(Calcium Carb.)

DIATOMACEOUS EARTH
(Fullers Earth) (Kieselguhr)
for Neutralizing, Filtering, Bleaching, etc.

Quotations and Formulas on Request

TAMMS SILICA COMPANY

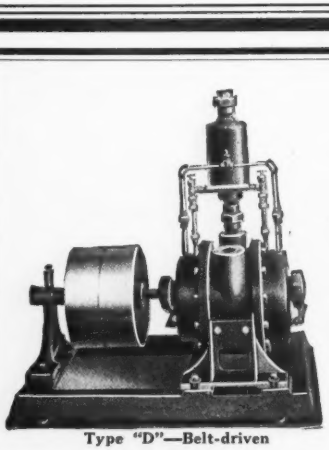
Mines & Mills
Tamms, Ill.

30 No. La. Salle St.
Chicago, Illinois

CROWELL

Rotary Air Compressors, Vacuum Pumps and Positive Pressure Blowers — Patented

Being Simple in Design, and Positive in Action, they are Highly Recommended in the manufacture of SOAPS, and ESSENTIAL OILS for Agitating purposes, FILTERING, BOTTLE FILLING, LABELING and all other Purposes when HIGH VACUUM is required or PRESSURES up to 30 Lbs.



Type "D"—Belt-driven

The users of CROWELL machines have been their best salesmen for over forty years.

Efficiency, durability and workmanship—this has always been the CROWELL standard.

Made in ten standard sizes—2 to 400 cu. ft. per minute.

Type "D"—with Motor Drive and Automatic Control

Catalogues Sent on Request

CROWELL MANUFACTURING CO.

177 CLIFTON PL., cor. Franklin Ave., BROOKLYN, N. Y.

Say you saw it in SOAP!

this process from 36 to 2 red on a 5¼ inch column Lavibond color scale. In so far as has been possible, the following rough plant layout has been drawn to scale one inch equaling sixteen feet. Referring now to the plant layout, a brief explanation will be given of the equipment diagrammatically shown there in a plan layout. All tanks shown with the exception of T-7 and SLS-1 are 50,000 pound glass, enamel or aluminum lined.

These tanks are mounted 3 feet from the floor on piles to make the attachment of pumping lines and valves underneath them a simple matter. T-1, T-2, and T-3 are auxiliary bleaching tanks, while T-4, T-5, and T-6 are the main bleaching tanks. P-1, P-2, and P-3 are 40 plate 42″ duraluminum filter presses mounted on steel columns directly over the bleaching tanks T-4, T-5 and T-6 as shown and on a floor level with the iron grating platform which surrounds them. This grating runs directly down the center of the bleaching plant although it is cut away in the diagram for the sake of clearness in illustration. In bleaching by this process and with this layout, mistakes are minimized. The presses are always filled by the pump leading to them and are always dumped directly into the bleaching or treating tank directly beneath them.

The "open air" type of second story construction here indicated is the direct result of running up and down several miles of staircases to tell the pumpman what to do next or to see if he is carrying out instructions properly. The foreman of this plant standing at almost any point on the iron grating balcony which runs around the inner walls of the bleaching plant and down the center as shown can see at a glance what every man is doing and can give his orders directly without moving from the spot. Although in most cases this open balcony will be 30 feet from the floor, there is no second floor to this plant and none is necessary. Furthermore, this type of construction provides excellent ventilation as the heat arising from the bleaching tanks is unobstructed in its passage to the ventilator openings. It gives a large spacious and clean atmosphere to the plant as a whole.

The little blocks in the floor plan marked M are 25 h.p. direct electric drive centrifugal pumping units working on a two inch suction and delivery line. The heavy black line represents the hot carbon dioxide press blowout system, and the necessary attached valves as indicated. These lines are shown leading from the washing, drying, compressing and heating plant for waste flue gas. The steam heating

CONCENTRATED
Liquid Soaps

ZEF-IR
Blocs and Crystals

SCRUBBING COMPOUNDS

LIQUID WAXES

INSECTICIDES
Dry or Liquid

LIQUID SOAPS *and*
Dispensing Equipment for the Trade

HERE are products which *sell better* because they *are better.* Absolute uniformity, high quality—at prices which are right in line. These are products you can sell because of unusual merit, and on which you can build repeat orders.

Let Us Send You Samples and Quote Prices

Member

The HUNTINGTON LABORATORIES, *Inc.*
Huntington-Indiana

Announcing The Acquirement

of the

J & W Powdered Soap Dispenser

by the

Bobrick Chemical Corporation

The J & W Powdered Soap Dispenser

Since the very beginning of the Dispenser industry, the name of BOBRICK has been identified with the development of soap dispensers. While we have specialized on Liquid Soap Dispensers, we have for some time foreseen the need of a good POWDERED SOAP DISPENSER.

After investigating the field thoroughly and making many experiments ourselves, we found that there were certain very definite underlying principles that must be incorporated in a Powdered Soap Dispenser if it is to dispense soap properly.

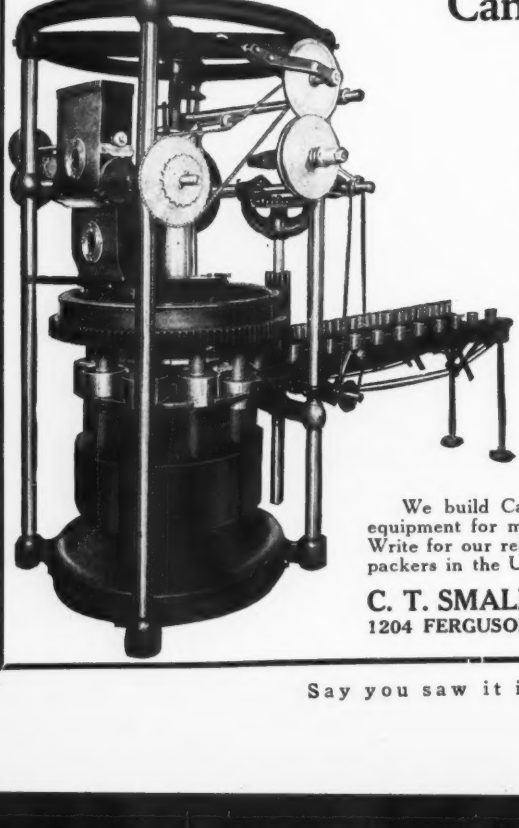
These very important principles are fully covered by the claims that have been allowed by the United States Patent Office to the J & W Powdered Soap Dispenser.

Thousands are in use giving satisfactory service. For information, address all inquiries to our Los Angeles Factory, 111-117 Garey Street, Los Angeles, California.

BOBRICK CHEMICAL CORPORATION

111-117 GAREY ST. LOS ANGELES, CAL.

87 FIFTH AVENUE NEW YORK CITY



Can and Package Filler

Automatic

Description—Fills Soap Powder Cleansers, Insecticides, Soap Paste, etc. Takes square or round cans when fitted with proper attachments.

Range—Adapted to cartons and bags and tin or paper cans from 1" high, 1" dia. to 10" high, 6" dia.

Equipment—Equipped for one size of package only, extra attachments furnished as required. Can be adapted to fill paste, powder or chip soap.

Speed—100 or more cans per minute, depending on size of can and nature of product. Will pack materials as tight or loose as desired.

Guarantee—Will fill 98% of all good containers with mean variation of ⅛ ounce per pound or less.

Horse Power—2 Horse Power, 240 r.p.m. belt or motor driven as required.

Do it automatically - Increase production Cut overhead - Reduce labor cost

We build Cappers, Sealers, Tube Winders, furnish all equipment for making tin and paper cans, cartons or bags. Write for our references. They include many of the largest packers in the United States.

C. T. SMALL MANUFACTURING CO., Inc.

1204 FERGUSON AVENUE ST. LOUIS, MO.

Phone—Cabany 6074

Say you saw it in SOAP!

lines to the bleaching tanks and agitation drive have of necessity only been indicated. T-8 is the vacuum drying tank with its auxiliary equipment while T-7 is the press cake treatment tank.

The process of recovering the tallow from the press cake is relatively simple and consists in boiling the press cake in an iron tank with ten times its weight of a 3 to 4% soda ash solution which saponifies the tallow in the press cake, which tallow is then removed by filtration through the iron filter presses X-1 and X-2 as a dilute 7-10% soap solution. The resulting press cake is dumped into the outside overhead removal bin as shown, from whence it is taken to the dump. The use of soda ash as a saponifying agent in preference to caustic soda has the advantage over caustic soda of always providing automatically the right hydrogen ion concentration for maximum filtration speed, and furthermore, possesses the added advantage of not attacking the cloths on the soap liquor presses when steamed out and dried. Another advantage of soda ash over caustic is that soda solution in any molar concentration cannot possibly gelatinize the filter clothes whereas a 1% solution of caustic will do this to such an extent as to make filtration practically impossible.

SLS-I is a filtered soap liquor storage tank. A flight conveyor has been added to the equipment of this plant by reason of the "open air" design and is shown at C taking the fresh new unused and weighed fullers earth into the bleaching process and tank T-4. All pumps are preceded by a 12 inch filter trap to remove nails, bits of wood, hair and so forth from the tallow. These are shown in the diagram as *t*. In general, this bleaching plant will have dimensions of 80′ × 144′ outside measurements and 40 feet high. The cost of such a plant completely equipped and ready to operate will vary somewhat, depending upon whether new or second hand equipment is used. A minimum figure of $100,000 with $250,000 as a maximum serves to give a rough idea of the complete cost. This first cost however can be saved in two or three years bleaching.

Gillican-Chipley Co., Naval stores producers, and the Naval Stores Export Corp., New Orleans, announce the appointment of Charles F. Guignon, New York, as their exclusive sales agent in the Metropolitan district.

Monsanto Chemical Works recently bought an entire city block in St. Louis, along with half of another, to provide for future plant expansion. The company's plant now occupies four entire blocks and portions of three others.

We make a SPECIALTY of these SOAPS

LIQUID SHAMPOO
SHAMPOO BASE SOAP
SHAMPOO PASTE
LIQUID TOILET SOAP
TOILET BASE SOAP
SURGICAL GREEN SOAP

In addition to the soaps listed above we make many other kinds—all under laboratory control.

An exacting chemical analysis insures the uniform composition of these soaps.

We will gladly send you samples and prices of any soaps in which you are interested.

The DAVIES-YOUNG SOAP CO.
Dayton, Ohio.

Don't Overlook This!

Almost any type of "activated decolorizing carbon" will materially assist your "bleaching" operations but for utmost satisfaction and economy you should select a carbon which is fitted for your particular problem, with regard to both the grade and the price.

In the treatment of OILS and FATS it is, ordinarily, entirely unnecessary to use a "Very Highly Purified" grade of carbon, such as is needed for C. P. Glycerine, Chemicals, Pharmaceuticals, etc. Other grades, PROPERLY PREPARED, are just as efficient and often more so, and are much more economical to use.

Certain OILS and FATS decolorize best with one type of carbon; others should be treated with a different type.

PURIT

Decolorizing Carbons

Manufactured by

THE PURIT COMPANY

Amsterdam, Holland

(Makers of Highest Quality Activated Carbons, Exclusively)

are made in various grades, for different kinds of OILS and FATS, GLYCERINE and many other materials. Each grade is of UNIFORM QUALITY and is FITTED for the special work it is to perform —and the PRICE is RIGHT.

Full Information from

THE GLIDDEN FOOD PRODUCTS COMPANY

(Sole U. S. A. Agents)

82 Wall Street
NEW YORK
Tel. HANover 3422

2670 Elston Ave.
CHICAGO
Tel. Armitage 1690

YOU CAN'T "GO WRONG" WITH PURIT!

SOAP SPECIALISTS

Bulk or Private Brand

Toilet Soap

Laundry Soap

Green Olive Oil Soap
Natural Odor or Scented

Liquid Soap

Dry Cleaning Soap

We have been manufacturing private brand soaps for the past forty years. Your soap problems and inquiries are solicited.

TEELE SOAP MANUFACTURING CO.

CAMBRIDGE, MASS.

Established 1830

T
B
cultu
fecta
cient
state
be st
bacte
upon
7.8,
say t
stren
provi
emplo
of gr
5 to
efficie
real
efficie
water
tions.
his ba
infect
was f
ably
curate

Fro
disinf
pheno
and 1
the Fe
ing ar
contin
not be
ant up
not be
nor c
be adv

In
an ap
coeffi
duct t
bolic
of wa
should

INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association.*
Harry W. Cole, Holbrook, Mass., Secretary.

Branding Disinfectants

THE officials of the Federal Insecticide Board of the U. S. Department of Agriculture have repeatedly held that when disinfectants are labelled with the phenol coefficient or carbolic strength of the products, the statement of such strength or efficiency must be strictly accurate and based upon adequate bacteriological examination. If a disinfectant, upon test, shows a phenol coefficient of say 7.8, it is entirely in order for the maker to say that it is from seven to eight times the strength of pure carbolic acid as a germicide, provided he names the test and the organism employed. The same is true of disinfectants of greater or lesser strength, such as 2 to 3, 5 to 6, or 19 to 20. These variations in coefficient must be kept within one point of the real showing of the test, for the phenol coefficient is after all the index to the amount of water which should be used in making dilutions. Any manufacturer who received from his bacteriological laboratory a report on a disinfectant indicating that the phenol coefficient was from 16 to 20, for instance, would invariably reject the report and demand a more accurate statement of the actual strength.

From time to time, it is noted that some disinfectant makers claim their products to have phenol coefficients of 2 to 4, 4 to 6, 10 to 12, and 16 to 20. This practice, in the judgment of the Federal Insecticide Board, is highly misleading and is certain to result in trouble if not discontinued. Claims for phenol coefficiency may not be made in a broad form. If a disinfectant upon test, shows a strength of 4.25, it cannot be said to have a phenol coefficient of 6, nor can one which shows a coefficient of 17 be advertised as one of 20.

In making dilutions of a disinfectant, it is an approved practice to multiply the phenol coefficient by the factor 20. Thus, a product that has twice the killing power of carbolic acid, should be diluted with forty parts of water, while one with a coefficient of four, should be diluted with eighty parts of water. It may readily be seen that a disinfectant said to have a coefficient of two to four, might be diluted with from forty to eighty parts of water; a variation that is entirely too wide for safety sake. The user should not be expected to guess at the dilution in so broad a variation as this example affords.

A disinfectant which shows upon test a phenol coefficient of 16 should be diluted with 320 parts of water; one with a phenol coefficient of 20, with 400 parts of water. When a manufacturer advertises such a product as having from 16 to 20 times the germicidal strength of carbolic acid, he leaves it to the consumer to determine whether the product should be used mixed with 320 or 400 parts of water. The dilution is, after all, the important factor in using disinfectants. If it is too great, it will not prove efficient; if it is too small, it may cause injury to the tissues, if employed on the human body.

The manufacturer of disinfectants is, and should be, responsible for the claims made upon labels. He is supplying a semi-medical specialty which is used in the promotion of sanitation and control of disease. Guesswork on his part must be eliminated entirely. His claims must be based upon adequate tests, and the recommendations made must conform to those tests. If he states that his product has a germ killing power of two to four, he invites the question of the user as to whether the material is two *or* four times the strength of carbolic. The same holds true of disinfectants of greater strength. He is making representations to the consumer which he himself would not accept from his own bacteriologist.

The broad claims which some disinfectant makers are using at present finds its origin in the loosely coupled statements of the disinfectant manufacturers of years ago when Government regulation was not as efficient as it is today. As competition for business has grown keener, some disinfectant salesmen have followed the lines of least resistance and make claims for their materials which can not be substantiated by test. The manufacturer, while

(*Continued on Page* 119)

Notes of the Industry

Lehn & Fink Products Co. directors have called a special meeting of stockholders for Aug. 20 to approve a decrease in the authorized capital stock from 1,150,000 shares to 1,000,000 shares. This action is stated to be preliminary to the conversion of management shares into common shares within the next two years.

Charles A. Heilman, superintendent of the Cremoline Co., Inc., St. Louis, was in New York last month. Mr. Heilman, who has been with the St. Louis company since last November, has had many years experience in the soap business, having at one time been connected with the Philippine Mfg. Co., the largest soap manufacturers in the Philippines.

Fred A. Hoyt, president of the Frederick Disinfecting Co., Atlanta, Ga., and former president of the Insecticide & Disinfectant Manufacturers Association, and James Varley, vice-president of Baird & McGuire, Inc., of Missouri, were recent visitors at the Holbrook plant of Baird & McGuire, Inc.

Simon S. Selig, president of the Selig Company, Atlanta, Ga., was recently elected a director of the Fulton National Bank of that city.

Nebco Laboratories, Winthrop, Mass., has recently started to manufacture liquid soaps, disinfectants and related products, according to information from H. H. White, an official of the new company.

Disinfectants, insecticides and related products may possibly be given broader treatment in connection with the export figures, as furnished by the Department of Commerce, if present plans materialize. Where they are grouped together at this time, indications point to the following separate classifications, starting Jan. 1: prepared animal dips; powdered insecticides; liquid or spray insecticides; disinfectants, deodorants, antiseptics and similar preparations.

Cando Corp., Cambridge, Mass., makers of metal polish, deodorants, etc., have taken over the American Metal Polish Co.

Leeno Products Co., Baltimore, makers of soaps, disinfectants, etc., have moved to larger quarters at 649 West Pratt St. Melvin and Joseph Fuld are proprietors of the company.

Imperial Products Co., Inc., is the new name of the Imperial Metal Polish Co., according to an annoucement from Sam Halpern, head of the company. The firm, which will continue to be located at Hedley & Richmond Sts., Philadelphia, makes cleansers and household insecticides in addition to metal polishes.

Arnold Trading Co., 1313 Eleanor St., Philadelphia, Arnold Schneider, proprietor, has started to manufacture cleaning fluids. Other related products will be handled, but will not be made by the firm at least for the present.

The Selig Co., Atlanta, Ga., has had its trade mark, "PineOzone," cancelled, the Pine-O-Pine Co., Houston, having successfully contended that it was an infringement on their own mark, "Pine-O-Pine," applying to a steam distilled pine oil disinfectant, similar to the Selig preparation.

Proposed higher freight rates on coal tar, carloads, from Woodward and Ensley, Ala., to certain points in Tennessee, have been suspended and are being investigated by the Interstate Commerce Commission in investigation and suspension docket No. 3128.

Over 90 per cent of the exports of pyrethrum flowers from Japan are shipped to the United States. In 1926, 8,098,000 pounds were shipped to America, and in 1925, 7,000,000 pounds.

Formaldehyde is not protection for wool cloths against moth damage. Wool treated with formaldehyde according to the Trotman method and subjected to the standard moth grub test, showed no protection whatever.—*Jour. Society Dyers and Colourists*, 44, 144, 1928.

At present, there is no word in our vocabulary which conveys the exact idea of ridding a place of insects. When we apply a disinfectant to rid an area of germs, we disinfect it. Why not, then, when we spray a room to kill off the insects, do we not disinsect it? The prefix *dis* means no or not. Hence, no insects. But, when we use some of the sprays on the market, Heaven only knows what it might mean.

Chemically Combating Clothes Moths

A Review of Patent Literature on Mothproofing Compositions, Repellents and Mechanical Devices

By R. C. Roark

Insecticide Division, Bureau of Chemistry and Soils
U. S. Department of Agriculture

REVIEWS of materials used for mothproofing animal fibers that cover the history of prevention of damage by moths through 1925 have been published by Mullin *(Textile Colorist, 47,* pp. 160-163, 229-231, 1925; and *48,* pp. 89-91, 1926) and by Sachs *(Textile Colorist, 48,* pp. 453-456, 526-530, 1926). The purpose of this article is to review the developments in chemical methods of combating clothes moths and other insects which attack woolens, mohair, and other animal fibers that have been patented in the United States during 1926, 1927, and the first quarter of 1928. Mention of a material, process or apparatus in this review does not imply a recommendation of it by the author or by the Department of Agriculture; neither is any discrimination intended against any patent, mention of which is inadvertently omitted. The materials recently proposed for use against moths may be classified as follows: (1) Those used as stomach poisons for clothes moth larvae, which materials are applied in solution in water or in naphtha, benzol, or other dry cleaning solvent to mothproof woolens and other animal fibers; (2) those used as fumigants; and (3) those used as repellents.

Mothproofing Compositions

ISAAC J. WEINBERG (1,591,902, July 6, 1926) claims a mothproofing material in the form of a continuous strip which consists of an inner cord treated with a mixture of tar and wax and a tubular outer protective covering treated with a mixture of 93 per cent water, 3 per cent carbolic acid, and 4 per cent tincture quassia. This strip may be laid over clothes hanging in a closet or secured to the margin of a rug. Joseph M. Ross (1,594,631, August 3, 1926) mothproofs textiles by forcing steam laden with a nebulized solution containing sodium fluoride and sodium sulfate through the meshes of the textile. Other ingredients, for instance, a bitter extract, may be added. Garments are treated by this process while in a pressing machine. Furs may also be treated with the nebulized solution. Joseph M. and Milton J. Ross (1,594,632, Aug. 3, 1926) mothproofs textiles with steam impregnated with about 5 per cent benzaldehyde and from 0.5 to 1 per cent phenol. In place of the benzaldehyde other volatile benzene derivatives may be used, for example, dinitrobenzene, dinitrochlorobenzene, and paradichlorobenzene. A preferred apparatus for carrying out the method is described.

W. Schmitz, assignor to the Tinolan Co. of America, Inc., of New York (1,610,167, Dec. 7, 1926) protects wool by saturating it in a 1 per cent solution of an insecticide made by extracting saponins from quillai bark and alkaloids from seeds *(genus Lupinus)* with a dilute inorganic acid (sulphuric acid excepted), neutralizing with sodium carbonate, evaporating, and adding sodium sulfate until a solid mass is formed. This preparation is said to be harmless, odorless, and nonvolatile. Suitable saponin glucosides may be derived from the *Sapindaceae, Rosaceae, or Caryophyllaceae* families, and suitable alkaloids are obtainable from the seeds of leguminous plants such as those belonging to the families *Papilionaceae* or *Sparticae.* Species of *Lupinus* mentioned in this patent are: Albus, angustifolius, luteus, niger, and perennis. Schmitz mentions the following as well known moth repellents: Napthalene, camphor, tar, thymol, oil of turpentine, and oil of cedarwood.

An apparatus for generating steam and impregnating it with a mothproofing substance for use in connection with steam pressing appliances is described by C. A. Brewer, assignor to the Cannon Engineering Co., Brooklyn, New York (1,633,568, June 28, 1927). M. G. Minaeff and A. P. Sachs, assignors to the Larvex Corporation, Brooklyn, New York, propose a number of processes for mothproofing woolen goods. The following products are claimed for this purpose: (1,634,790, July 5, 1927). A substantially neutral composition containing from 0.1 to 2.5 per cent soluble fluoride; from 0.1 to 0.6 per cent soluble silicofluoride; from 0.01 to 0.5 per cent sodium benzene sulfonate; from 0.1 to 1 per cent sodium

Unco
Lilacena

Many manufacturers of sprays, insecticides, liquid soaps and some perfumers still rely on Terpineol to give a lilac character at a low cost but a rapidly increasing number have discovered that better results at no increase in expense are attained by the adoption of

UNCO LILACENA

It is much closer to the true lilac fragrance and its unusual strength and covering power combined with its low cost make UNCO LILACENA the ideal perfuming material for a wide variety of uses. A trial usually results in its permanent adoption.

UNGERER & Co.

NEW YORK

Say you saw it in SOAP!

sulfate (or other soluble sulphate); from 0.01 to 0.4 per cent sodium naphthalene betasulfonate, and alum up to 0.5 per cent. Other derivatives of benzene may be used, for example, sodium chlorobenzene sulfonate, or sodium benzene disulfonate. Soluble fluorides include those of sodium, potassium, lithium, zinc, and aluminum. Soluble silicofluorides include those of sodium, potassium, lithium, zinc, and aluminum. Alkali metal sulfates, zinc sulfate, aluminum sulfate, or potash alum may be used as a soluble sulfate. Salts (such as sodium, potassium, lithium, or barium) of chloro-naphthalene beta-sulfonic acid or of chloronaphthalene beta-disulfonic acid may be used in place of the sodium naphthalene beta-sulfonate.

Another composition (1,634,791, July 5, 1927) comprises about 1 per cent of a soluble fluoride, or 0.5 per cent of a soluble silicofluoride, approximately 0.3 per cent of a metal sulfate (alum), and less than 0.1 per cent of an organic acid, such as oxalic, tartaric, formic, citric, or acetic. Still another composition (1,634,792, July 5, 1927) contains approximately 0.1 per cent sodium oleate, 0.005 per cent gelatine, 1 per cent soluble fluoride (or other toxic compound, for example, an arsenic compound), and 0.004 per cent organic acid (preferably citric). A composition especially intended for spraying contains about 0.6 per cent sodium silicofluoride, 0.3 per cent alum, 0.02 per cent gelatine, and 0.02 per cent turkey red oil (1,634,793, July 5, 1927). In place of turkey red oil another sulfonated derivative of a saturated or unsaturated fatty acid, such as ricinoleic or oleic acid, or of olive, cottonseed, or linseed oil, may be used as a wetting agent.

A moth repellent fibre (1,634,794, July 5, 1927) has incorporated in it the products resulting from the aqueous interaction of sodium silico-fluoride and water-soluble aluminum salts. The preferred mothproofing composition for this use contained 0.5 per cent sodium silicofluoride, 0.3 per cent alum, and 0.01 per cent oxalic or citric acid. Jackson and Wassell (1,615,843, Feb. 1, 1927) claim the method of rendering fibrous material mothproof which consists in treating it with a solution of a cinchona alkaloid or salt thereof. For example, 1 ounce of quinidine as oleate (formed by dissolving the alkaloid in twice its weight of oleic acid) per gallon of naphtha (a 1 per cent solution) is effective in repelling clothes moth attack in wool. One pound of wool requires about one-fortieth ounce of quinidine in the form of oleate. Carbon tetrachloride or other volatile solvent may be used, but the patentees found that a special heavy petroleum naphtha is most practical for use with quinidine oleate. Various salts of quinidine may be used in different solvents, for example, quinidine hydrochloride in water and quinidine sulfate in alcohol. The following additional solvents may be used: Benzol, carbon tetrachloride and other chlorinated hydrocarbons, petroleum ether, petroleum naphtha, kerosene and acetone. Jackson and Wassell gave an interesting account of the uses of this mothproofing composition in Industrial and Engineering Chemistry, Vol. 19, p. 1175, October, 1927.

Clothes Moth Fumigants

BAUMEISTER (1,605,202, Nov. 2, 1926) claims a mixture of 3 ounces of oil of patchouli to 16 ounces of alcohol as an insecticide particularly adapted to exterminate moths. This material leaves an agreeable odor on garments and does not affect the color of fabrics. Drushel assignor to the Haskelite Mfg. Co. (1,630,836, May 31, 1927) proposes a mixture of 1 part cedar leaf oil (or oil of cedarwood eucalyptus, pine, or pine needle) with from 5 to 10 times as much carbon disulfide (or carbon tetrachloride or paradichlorobenzene) for fumigating clothing, furs and rugs in a tightly closed vault. About 1 ounce of the mixture is used to every 6 cubic feet of enclosed space (equivalent to 10 pounds per 1,000 cubic feet) with an exposure of from 6 to 7 hours.

A container for dissipating a fumigant in a fumigating chamber for killing clothes moths is described by Drushel, assignor to Haskelite Mfg. Co. (1,630,837, May 31, 1927). Monte (1,642,306, Sept. 13, 1927) has patented a device for distributing insect exterminating fumes by means of wicks which dip into the liquid insecticide in a tank. This is particularly intended for destroying moths in upholstery and clothing. Reefer, assignor to Reefer's No-Moth, Inc., of Philadelphia, Pennsylvania, (1,661,547, March 6, 1928) has patented a support for holding a bottle of disinfectant or moth poison in inverted position in such a way that absorbent pads are kept moistened with the liquid. Mock (1,648,657, Nov. 8, 1927) has invented a mothproof garment bag provided with a hermetically sealed vial containing gas or liquid the vapor of which is fatal to moths or their eggs. The vial is broken by pressure after the bag is closed, and the vapors are retained in the bag.

Clothes Moth Repellents

BAGS and boxes for preventing the access of clothes moths to garments stored in them continue to receive the attention of inventors. Improved mothproof garment bags are described by Ringel, assignor to Converters

TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free—

White Emulsion

THE DOMINION TAR & CHEMICAL CO.
LIMITED

Sales Office: 430 Canada Cement Building
Montreal Quebec

MORTEX

A combined

DISINFECTANT - THEATRE SPRAY
DEODORANT AND INSECTICIDE

MORTEX-All in one concentrated product-MORTEX

In bulk to the trade!

MORTEX combines all of the best features of a disinfectant, deodorant, insecticide and theatre spray. We supply it to you, in bulk, in concentrated form, ready for use. Send for a sample and ask for low jobbers' price. Test it out thoroughly and you will be ready to add something really new to your line. The unusual odor will be a distinct surprise!

A. SREBREN & CO. 247 East Illinois St., Chicago Illinois

Say you saw it in SOAP!

Paper Co., Newark, New Jersey (1,610,967, Dec. 14, 1926; and 1,652,798, Dec. 13, 1927); Kuik (1,622,323, Mar. 29, 1927); Rike, assignor to the Rike Folding Box Co., Dayton, Ohio (1,610,966, Dec. 14, 1926); Farkash and Rosenthal (1,611,584, Dec. 21, 1926); Stone, assignor to Roseth Corp., Brooklyn, New York (1,606,540, Nov. 9, 1926); and Warren (1,661,644 and 1,661,645, Mar. 6, 1928).

Goldfish (1,658,596, Feb. 7, 1928) has patented a garment bag provided with a pocket for holding moth balls so designed that the insecticide does not come in contact with the garments. Friedel (1,655,540, Jan. 10, 1928) has invented a device which may be attached to an electric incandescent lamp bulb, the heat from which volatilizes naphthalene or camphor in the receptacle to prevent the action of moths upon clothing and furs in wardrobes.

A tubular textile casing holding a series of camphor balls has been patented by Lipper, assignor to Lipper Mfg. Co., Philadelphia, Pennsylvania (1,611,119, Dec. 14, 1926).

March (1,604,927, Oct. 26, 1926) claims a mothball holder which may be made from a single sheet of flexible material. Muller (1,619,529, March 1, 1927) has devised a box preferably made of alder wood for storing furs to protect them against moths. A clothes hanger which has a perforated body adapted for holding an odoriferous insect-destroying powder is described by Wagner (1,599,305, Sept. 7, 1926).

Banks (1,576,262, March 9, 1926) has patented a device which may be housed within an upholstered piece of furniture and which is adapted to contain a volatile insecticide, the fumes from which will repel vermin. Williamson (1,620,587, March 8, 1927) has devised a new plaster for use in surfacing the walls of closets where clothing, furs, and rugs are stored to repel moths and *dermestidae*. This consists of 64 per cent aromatic cedar dust, 33 per cent gypsum hard wall plaster, 2 per cent pure red oxide or other coloring matter, 0.9 per cent creosote of wood tar, and 0.1 per cent cedar leaf oil.

Preparations Against Rot and Mildew

TOM (1,634,002, June 28, 1927) has devised a composition for impregnating hemp and other fibers to protect them against sea water which consists of a homogeneous mixture of from 15 to 30 per cent paraffin, from 6 to 15 per cent petroleum jelly, from 3 to 10 per cent naphthalene, and the remainder turpentine. Fairbrother and Renshaw, assignors to British Dyestuffs Corp., Ltd., Manchester, England, (1,618,416, Feb. 22, 1927) render paper, cotton, and other organic fibrous materials mildewproof by applying a solution of the sodium salt of 2, 4, 6-trichlorophenol. Alkali salts of tri- and higher halogenated derivatives of phenol cresols and naphthols are more effective than the mono- and dihalogen derivatives. Trichloro-sodium phenate is more effective than para-chlorosodium phenate against mildew, and this in turn is better than sodium phenate. Tribromo-sodium phenate is also effective.

The following is a list of ingredients, other than water, used in the mothproofing compositions, fumigants, or repellents mentioned in this review, with their patent numbers.

Acetone, 1,615,843
Acid, acetic, 1,634,791
Acid, carbolic (See Phenol)
Acid, citric, 1,634,791; 1,634,792; 1,634,794
Acid, formic, 1,634,791
Acid, oxalic, 1,634,791; 1,634,794
Acid, tartaric, 1,634,791
Alcohol, 1,605,202; 1,615,843
Alder wood, 1,619,529
Alkaloids from *Lupinus* seeds, 1,610,167
Alum, 1,634,790; 1,634,791; 1,634,793; 1,634,794
Aluminum sulphate, 1,634,790
Apparatus for mothproofing textiles, 1,594,632; 1,633,568
Benzaldehyde, 1,594,632
Benzol, 1,615,843
Bitter extract, 1,594,631
Camphor, 1,655,540; 1,610,167
Carbon disulphide, 1,630,836
Carbon tetrachloride, 1,630,836; 1,615,843
Cedar dust, 1,620,587
Cedarleaf oil, 1,630,836; 1,620,587
Cedarwood oil, 1,630,836; 1,610,167
Chloronaphthalene beta-sulphonic acid, salts of (such as sodium, potassium, lithium or barium) 1,634,790
Chloronaphthalene beta-disulphonic acid, salts of, 1,634,790
Cinchona alkaloid, 1,615,843
Creosote of wood tar, 1,620,587
para-Dichlorobenzene, 1,594,632; 1,630,836
Dinitrobenzene, 1,594,632
Dinitrochlorobenzene, 1,594,632
Eucalyptus oil, 1,630,836
Fluorides, soluble (sodium, potassium, lithium, zinc and aluminum) 1,634,790
Gelatine, 1,634,792; 1,634,793
Kerosene, 1,615,843
Lupinus seeds, 1,610,167
Naphtha, 1,615,843
Naphthalene, 1,634,002; 1,655,540; 1,610,167
Paraffin, 1,634,002
Patchouli oil, 1,605,202
Petroleum ether, 1,615,843
Petroleum jelly, 1,634,002
Petroleum naphtha, 1,615,843
Phenol, 1,591,902; 1,594,632
Pine needle oil, 1,630,836
Pine oil, 1,630,836
Quassia, tincture of, 1,591,902
Quillai bark, 1,610,167
Quinidine oleate, 1,615,843
Saponins, 1,610,167
Silicofluorides, soluble (sodium, potassium, lithium, zinc and aluminum) 1,634,790

SAPONIFIED CRESOL

Containing 50% Pure Cresol

In barrels, 1 and 5 gal. and 1 qt. cans, and 4 oz. bottles.
The Standard product for medical and institutional uses.

Cooper's Commercial Disinfectant

Coefficient 3 to 5

A superior Coal-Tar Disinfectant in two strengths. In drums and 5 gal. cans.

We will gladly submit samples and prices.

WILLIAM COOPER & NEPHEWS

1909 Clifton Ave. Chicago, Ill.

A world-wide organization established over 70 years ago.

Paradichlorbenzene Perfumes

A COMPLETE line of perfume compounds, especially adapted for masking the harsh odor or paradichlorbenzene, has been developed in our laboratories. These odors include Carnation, Heliotrope, Lilac, New Mown Hay, Oriental, Heavy Rose, Sweet Rose, Trefle, Violet and Wisteria. All are priced at five dollars a pound, in from one to fifty pound lots, with the exception of Lilac, which sells at three fifty a pound.

Of these products, we especially recommend NEW MOWN HAY. It penetrates thoroughly into the chemical, blends perfectly, and *will not decompose*. Its perfume remains to the last. *May we submit a sample for your inspection?*

P. R. DREYER INC.

26 CLIFF STREET NEW YORK

Sole Representative of

Grasse - BERTRAND FRERES - France

Sole Selling Agent for

VANILLIN FABRIK Hamburg, Germany — *Aromatic Chemicals*

NORD AFRICAN COMMERCIAL Alger, Africa — *Oil Geranium*

H. RAAB & CO. Roermond, Holland — *Artificial Musks*

PAOLO VILARDI Reggio Calabria, Italy — *Messina Essences*

Say you saw it in SOAP!

Sodium benzene disulfonate, 1,634,790
Sodium benzene sulfonate, 1,634,790
Sodium chlorobenzene sulfonate, 1,634,790
Sodium fluoride, 1,594,631; 1,634,790; 1,634791; 1,634,791; 1,634,792
Sodium naphthalene beta-sulfonate, 1,634,790
Sodium oleate, 1,634,792
791; 1,634,793; 1,634,794
Sodium sulfate, 1,594,631; 1,610,167; 1,634,790
Sulfonated cottonseed oil, 1,634,793
Sulfonated linseed oil, 1,634,793
Sulfonated oleic acid, 1,634,793
Sulfonated ricinoleic acid, 1,634,793
Tar, 1,591,902; 1,610,167
Thymol, 1,610,167
2, 4, 6-Trichlorophenol sodium salt, 1,618,416
Turkey red oil, 1,634,793
Turpentine, 1,634,002; 1,610,167
Wax, 1,591,902
Zinc sulphate, 1,634,790

Insecticides and fungicides, destined for sale in Mexico, may be tested and approved by the Office of the Agricultural Defense, a branch of the Department of Agriculture, according to a recent official decree. When sales permits are requested, samples and complete descriptions should be sent to the Department. The report did not differentiate between agricultural and household products, merely having been given out as applying to "insecticides and fungicides."

Look for Lehn & Fink Rise

A recent newspaper report indicates Wall Street bullish on Lehn & Fink stock. The report stated: "A new group is understood to have taken an extended position in Lehn & Fink. This group is reputed to include the leaders of the market aggregation which piloted Lambert Company ahead to its present position. Lehn & Fink reported net equal to $3.24 a share on the common stock in the first half year, or more than sufficient to cover its full year's dividend of $3 a share. It is estimated that current earnings are maintaining the favorable differential over last year in the current quarter. The company retired its only funded debt on June 1 last, thus leaving only 295,000 shares of capital stock outstanding, followed by a small amount of management shares."

A survey of Latin American health and disease statistics and conditions, by countries, is being prepared by the Chemical Division of the Department of Commerce. The surveys, one of which, on Cuba, has already been issued, are intended as an aid to makers of germicides, disinfectants, pharmaceuticals, etc., in planning their export sales campaigns.

Tested BOTANICALLY

HOPKINS'

Tested MICROSCOPICALLY

Trade YUNIFORM Mark

PYRETHRUM PRODUCTS

Made from ONLY ONE GRADE of flowers
Closed Dalmatian Insect Flowers
(*Chrysanthemum Pyrethrum Cinerariaefolium*)

HOPKINS' CONCENTRATED PYRETHRUM EXTRACT

"Uniform in Strength"

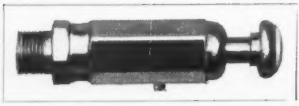
HOPKINS' CROW BRAND INSECT POWDER

J. L. HOPKINS & CO.
Since 1890

135 William St.
NEW YORK

Tested CHEMICALLY

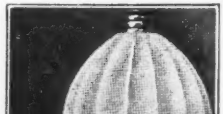
Tested PHYSIOLOGICALLY



Soaperior Liquid Soap Valve Fig. 103

The Soaperior Valve creates a new standard of efficiency for the Soaperior Gravity Tank Liquid Soap System, with these exclusive features . . . . the patented cone type shut-off cannot leak and positively prevents continuous flow of soap . . . . the patented rear union holds unusual pressure and acts as a shut-off cock, permitting the removal of the body of the valve for cleaning. White metal, chromium plated is used for ruggedness and the prevention of corrosion and formation of verdigris. Economical in the discharge of soap, completely troubleproof by reason of its simple and efficient construction . . . . this attractive Model No. 103 Soaperior Valve is the real "heart" of a dependable soap dispensing system. Yet no more expensive than inferior valves selling at the same price.

Also manufacturers of soap tanks—all sizes and kinds.



SOAPERIOR Individual Dispenser Model 121

Give a dispenser graceful lines, equip it with the dependable Soaperior Valve, fit it with a corrugated opalescent or crystal glass globe as we have done, and then you have a dispenser that will harmonize with the furnishings of the finest public lavatory. The one piece bracket which holds the Soaperior Valve is made of white metal, beautifully nickel plated. The globe mounted on the dispenser holds 18 oz. of soap.

Model No. 121 is also furnished with an attractive all metal globe, nickel plated.

Specification—Projection overall, 6⅛ in.; height 7¼ in.; weight 1.6 lbs.

Send your inquiry to Dept. S4 for quotations.

U. S. SANITARY SPECIALTIES CORPORATION

Laboratories and Works: 435 S. Western Ave., Chicago.

Manufacturers in bulk of

Cocoanut Oil Liquid Soap - Cocoanut Oil Soap Base - Olive Oil Liquid Soap - Liquid Castile Soap
Automobile Soaps - Liquid Scrubbing Soaps - Dishwashing Compounds

PARADI

Trade Mark Reg. U. S. Pat. Off. 161837

Paradichlorbenzene

Specially prepared for

Moth Preventatives and Deodorizing Blocks

For Immediate Shipment in 200, 100 or 50 Pound Barrels

Write Us For Prices

HOOKER ELECTRO CHEMICAL CO.

Sales Offices
25 PINE STREET
New York City

INSECTICIDE AND DISINFECTANT MANUFACTURERS ASSOCIATION I&D MA

Member

Works
NIAGARA FALLS
New York

Pyrethrum Growing in France

An attempt is reported in France to develop the cultivation of the Dalmatian pyrethrum. This may be propagated with advantage in districts where the soil is thin and not very fertile, and cannot be irrigated. Its cultivation demands no other attention than a ploughing to clean the ground in autumn, and the harvest, which is in progress at the present time, when the flowers are scarcely opened, has been much simplified by the fact that the trade now buys both flowers and stalks dried.

A plantation moderately well cared for may last for ten years, and it is an industry we warmly recommend under the conditions mentioned above, the consumption of the insecticide extracted from pyrethrum flowers being continually on the increase.—*Les Parfums de France.*

A mixture of 0.5 fluid ozs. of crude creosote and one pound slaked lime when mixed with wheat in the proportion of a quarter ounce to a pound of seed, gave almost complete protection from insect damage. Calcium silicofluoride was found equally effective, but is poisonous to higher animals.—*Jour. Economic Entomology,* 21, 143, 1928.

Association Bulletin Service

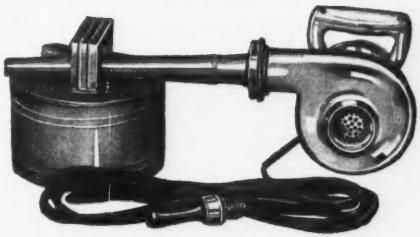
Special bulletins were issued during the month by the Insecticide & Disinfectant Manufacturers Association from the office of Secretary Harry Cole, covering consumption figures on creosote oil in the United States with a comparison of imports for 1926, 1927, and the first quarter of 1928, and also on household insecticides and disinfectants in New Zealand. A bulletin was also issued on Foreign Corporation Laws, covering corporations doing business in states outside of the one in which they are incorporated. This was accompanied by a booklet of 150 pages on the subject prepared by the U. S. Corporation Co., New York. Bulletin 41 was also issued covering the qualification fee under the Foreign Corporations Act of the State of Tennessee for firms doing business there.

Coal-tar products manufactured in Canada gained $700,000 in value in 1927 and reached a total of $4,000,000. The materials were produced in sixteen plants with a capital investment of $4,251,271. Imports of cresylic acid from the United Kingdom in 1927 were six times greater than in 1926, and from the United States twice as great.

Increase Your Insecticide Business with these *Electric* Sprayers

Hand spraying is too slow and laborious for modern industry and institutions. Offer them an up-to-date high speed electric sprayer, and you will get their business. Many leading manufacturers of industrial insecticides are finding the Tornado the biggest stimulant to sales that they have ever used!

The appeal of the electric sprayer brings in plenty of NEW business. And because the electric sprayer is so easy to use and gives such splendid results it makes old customers use more insecticide and consequently BUY more.



Breuer's Tornado Portable Electric Sprayers

are the most powerful and efficient of their type on the market. Handle all liquid insecticides, germicides, and disinfectants. Model 6 ball bearing ⅓ H.P. G-E motor, is for heavy duty service in mills, warehouses, and larger institutions. Model 50, with ⅛ H.P. G-E motor, is designed for smaller plants and institutions, as well as for home use.

Write today for complete description and full particulars

Mail the coupon today.

Please send full particulars on the Breuer Portable Tornado Electric Sprayer. No obligation.

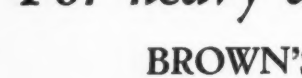
BREUER ELECTRIC MFG. CO.,
860 Blackhawk St., Chicago, Ill.

Name .....

Address .....

For heavy duty spraying —

BROWN'S AUTO-SPRAY No. 23



Handles cattle fly spray, floor oils, and other liquids hard to apply with ordinary sprayers.

Where ordinary atomizers won't do the job satisfactorily this heavy duty machine will. It operates continuously, maintaining a steady spray of great volume with little effort required. Its rugged construction insures long life. Available in brass and galvanized iron or all brass. Capacity—3 quarts, length over all — nineteen and a half inches.

Pin this advertisement to your letterhead and we'll send you more information about this sprayer—prices included.

THE E. C. BROWN COMPANY
ROCHESTER NEW YORK

Trade Mark

PINE-O-DER

Reg. U. S. Pat. Off.

Pine Oil Disinfectant

The disinfectant and deodorant with the pleasant pine odor and a constant phenol coefficient of 4.5. Especially treated by a patented process to prevent oxidation and thus permanently to retain its germ killing strength.

ATTENTION PINE OIL MANUFACTURERS —

Our patents will prevent your pine oil from oxidizing in drums. The greatest feature, however, is that you can market pine oil to disinfectant makers and guarantee to them that your product will make a disinfectant with a high constant carbolic coefficient of from 4 to 5 that will never weaken. This may be offered at practically no additional cost. We are now leasing our patent rights to pine oil manufacturers who wish to sell a superior grade of pine oil to the disinfectant trade, without a corresponding increase in cost.

For further details communicate with the sole owners of the patents—

H. & V. CHEMICAL PRODUCTS CORP., Inc.

Office—2123 Church Av., Brooklyn, N. Y. Phone—Buckminster 7085

Say you saw it in SOAP!

Spain as an Insecticide Market

Spain offers a favorable market for household insecticides, owing to the prevalence of fleas, mosquitoes, bedbugs and other pests, according to Earle Taylor of the Chemical Division, Department of Commerce. Window and door screens are seldom used and flying insects find no difficulty in gaining access to dwellings. A large portion of the Spanish peasant class exists in a rather primitive fashion often in the same buildings with their livestock and make no attempts at proper disposal of refuse. Moths are very prevalent and cause serious damage. The common "moth ball" is widely used. Various imported proprietary preparations as well as some of local manufacture are for sale. It is said that powders and sprays from the United States and those made within the country have the best sale; the former because of their superiority and efficient sprayers and the latter because their lower prices appeal to a community whose purchasing power is relatively low.

United States exports of household insecticides to Spain during 1927, amounted to 879,966 pounds valued at $57,977. The best selling insect powders are put in a box with a small bellows arrangement and tin spout which is both simple and cheap. The greater part of the liquid insecticides sold are American brands and are largely imported in bulk and locally packaged for the retail trade. Prices of liquid insecticides appear to be fairly uniform, at least to the retail buyer. These prices are not substantially different from the retail price received in the United States being 8 pesetas ($1.26 United States currency) for a pint tin with a sprayer, or 4 pesetas ($0.68 United States currency) for the tin without the sprayer. Larger sizes are proportionately somewhat cheaper.

Look for Pyrethrum Shortage

The 1928 crop of Japanese pyrethrum, according to advices from Kobe, is estimated at about 4,400 tons. This same source says further of pyrethrum situation: "The old crop carry over at present is about 500 tons. Available quantity for export would probably be less than 5,000 tons total, and when the home consumption of 3,000 tons is deducted, the quantity for export will be about 2,000 tons only. Export to the United States is usually about 4,000 tons every year, and if the demand continues on present scale, there will unquestionably be a shortage with consequent advance in price."

NEW ODORS for SPRAYS and DISINFECTANTS

Spray Bouquet No. 1888	$1.25	lb.
" " No. 1889	1.45	"
" " No. 1890	1.65	"

Powerful, Exceptionally Pleasant and Readily Soluble

NEW ODORS for PARADICHLORBENZENE

Para Bouquet No. 1891	$1.75	lb.
" " No. 1892	2.25	"
" " No. 1893	2.75	"

Strong, Sweet and Lasting

We will assist you in your manufacturing problems, and will gladly send samples. Write to us.

PIERRE LEMOINE, INC.

Chicago Boston — 200 VARICK STREET NEW YORK — Factory: LONG ISLAND CITY, N. Y. — St. Louis Portland, Ore.

SHAKER TOP CANS

for paradichlorbenzene crystals

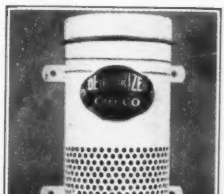
also Plain and Decorated

TIN CANS

for Pastes, Soft Soaps, Dry and Liquid Insecticides

HOLDERS FOR

DEODORIZING BLOCKS



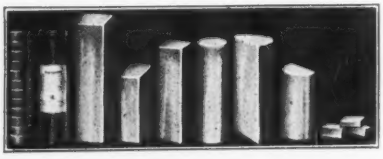
Write us about your requirements
and let us submit samples and prices.

WILLIAM VOGEL & BROS., INC.

37-47 So. 9th Street **Brooklyn, N. Y.**

IN BUSINESS OVER FIFTY YEARS.

The World's Largest Manufacturers of Deodorizing Blocs!



Originators and Pioneers
of
U. S. Aerzonator Blocs!

"Perfume To The Last Crystal"

A SIZE TO FIT ANY CONTAINER

Deodorizing and urinal blocs are made in shapes and sizes to fit any container, and are packed in cans and packages with *private* labels. Attractive and handsome containers in oxidized, white enameled, and nickel plated finishes are furnished with jobber's name plate, when ordered.

Being the largest producer of deodorizing blocs in the world—naturally we are jealous of the good name of the Aerzonator. Meticulous care is exercised to maintain the Aerzonator's quality. Only the finest essential oils are used in its manufacture. Because of our scientific process of manufacture, we produce blocs of outstanding distinction . . . . uniform, hard and lasting . . . known the country over as blocs which "perfume to the last crystal." To jobbers concentrating on the sale of the Aerzonator . . . there is the prestige of marketing a bloc which has *made a name for itself* . . . the assurance of a ready and profitable market, repeat order business, the building of good-will. Record production, popular demand enables us to lower jobbers' prices. *Glad to give you facts and prices!*

U. S. SANITARY SPECIALTIES CORPORATION

Laboratories and Works
435 S. Western Ave., Chicago

New York Division
59-63 East 12th St., (near B'way)

Say you saw it in SOAP!

Soap Colors—Their Uses

(*From Page 27*)

glycerine. Dose red in shade. Recommended in some books as a color for soap. It does not have good light fastness. Same shade can be obtained with other fast colors.

Fluorescene: This color is sometimes called uranine, opal, opalescent green, and opalescent yellow. It is a yellow with a strong greenish fluorescence. It is fast to alkali and of good fastness to light. It is used for all types of soaps, and a favorite for transparent soaps. It is also used for bath salts. It is not fast to acid. In milled soaps, there is a tendency for the color to turn reddish on standing. Bath salts, when colored with fluorescene, have a tendency to turn reddish brown on standing. There is one big use for this color, which is little known by the average soap maker. A small percentage of this color will give life and lustre to dull greens and yellows. We make use of this fact in our laboratory, when called upon to match bright green colors. We have time and time again brightened the appearance of dull and lifeless stock with the use of this color. It is excellent for making bright greens. It is also used for disguising cleaning compounds and trisodium phosphate combinations. It can also be used with silicate of soda.

Eosine: Soluble in water, alcohol or glycerine. It is a bluish red color with a greenish fluorescence. It makes a very fine pink. It has poor light fastness, but is used for liquid soaps and for polishes. The best red writing inks are made from this color.

Rhodamine B Extra Concentrated: This color is soluble in water or alcohol and gives a very beautiful bluish pink shade. It can be used for all types of soaps. It is universally used in soap for milled and cold process soaps. In alcohol it gives a greenish fluorescence. It is also used for coloring silver and metal polishes. It has good fastness to light. This is one of the most powerful colors known, and the pure product will color at least five times as much soap as the average color.

Rhodamine 6G Extra Concentrated: This has the same characteristics as rhodamine B extra concentrated. Its shade is a very yellowish pink.

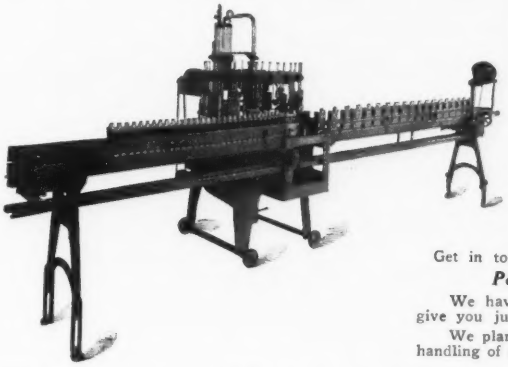
Alizarine Cyanine Green: This color is soluble in water and alcohol and acids, and is used for all soap compounds. It can be used in any process of soap making. It is not attacked by tin, and should be used for liquid soaps that are stored in tin containers. It

Are You Satisfied With Your Plant Production?

If you are not, why not get together.

This is the dull season; let's get ready for fall. We have been doing engineering work for twenty-five years. We have helped hundreds of concerns to cut their costs. We have never made any charge for our services—even though you don't buy a machine.

You cannot confer with better posted, more sincere, or less prejudiced engineers than ours. We will be glad to talk it over with you.



C. S. du Mont, Windsor House-Victoria St., London, England.

M. C. Finn, 10 High St.—Room 322, Boston, Mass.

A. J. Sterling, 225 Broadway—Room 1209, New York, N. Y.

T. C. Kelly, 222 West Adams St.—Room 1044, Chicago, Ill.

E. E. Finch and R. H. Dhonau, Cincinnati, Ohio

P. Jorgensen, 604 Mission St., San Francisco, Calif.

Leon & Bonasegna, Calle Lavelle 1521, Buenos Aires, Argentine

S. Kiefer, Worms, a/Rh., Germany.

Get in touch with these men or with us direct.

Perhaps it is a filler you need.

We have many types and sizes so that we can give you just the right kind for your requirements.

We plan and install complete equipment for the handling of all kinds of liquid and semi-liquid products.

THE KARL KIEFER MACHINE CO.

CINCINNATI, O.

SECTOX

The improved liquid insecticide—

Are you, Mr. Distributor, getting your share of the tremendous volume of Liquid Insecticides now being sold? **Sectox** is just a few steps in advance, as a quality product, of any other similar one.

Our chemists have solved the problem of obnoxious odors, the aftermath of spraying.

SECTOX IS PERFUMED. It is 100% active, and offers distributors a liberal margin of profit. Made in all sizes.

PINE OIL and COAL TAR DISINFECTANTS
CRESOL COMPOUNDS - LIQUID SOAPS
INSULATING COMPOUNDS - INSECTICIDES

Territorial assignments for 1928 will be considered.

I&D MA — Insecticide and Disinfectant Manufacturers Association — *Member*

General Compounding Corporation

Central Avenue and 79th Place

(Glendale) Brooklyn, N. Y.

"GENPO" CORP. DEPENDABLE PRODUCTS

E. deHaën's

Sodium Fluoride

(95/97% Fluffy)

Extra fluffy, free running, and a uniform product. It is practically free from Sodium Silico Fluoride.

Lilacine

A pleasing odor for fly-spray. Inexpensive. Economical.

White Arsenic

"Silesia"

An imported product, free from objectionable metal-odor.

Samples on Request

Pfaltz & Bauer, Inc.

300 PEARL STREET · NEW YORK

Branches:

CHICAGO
217 E. Illinois St.

MONTREAL, CANADA
207 St. James St.

LOS ANGELES
683 Antonia St.

forms the basis for all olive greens. For a dull green, use this color with metanil yellow. For a bright green, use the color with tartrazine, fast light yellow or fluorescene. It is an excellent color for bath salts. It also can be used for polishes and for cleaning compounds, containing trisodium phosphate, soda ash, or silicate of soda. We strongly recommend this color to replace naphthol green and chlorophyll. Makers of olive oil soaps can use this color to advantage to give their products a uniform shade. It can be used in a settled soap to advantage.

Alizarine Blue AS: This color is soluble in *hot* water or alcohol. It is fast to light. Otherwise, it possesses the same characteristics as alizarine cyanine green. It makes an excellent color, to replace ultramarine blue, for bleaching yellowish soap stock. We particularly recommend this color to manufacturers of laundry chip and flake soap who are now bleaching their stock with ultramarine blue. When soap chips, whitened with ultramarine blue are used in the commercial steam laundry, there is a tendency for the ultramarine blue to clog up the valves of the washing machines. The use of alizarine blue overcomes this, as the color completely dissolves, leaving no residue.

Nigrosine: This color is found in two forms, a water soluble nigrosine and an oil soluble nigrosine. Both are fast to alkali and acids, and are of moderate fastness to light. The water soluble product is used for making black saddle soaps, and also for mixtures of tans, olives and browns for all types of soaps. The oil soluble color is generally used for coloring oil soap bases, waxes and candles. It is used extensively for shoe polishes.

Editor's Note: In the next issue of SOAP, Mr. Cummings will discuss the plant application of soap colors—testing, matching, cost comparisons, toning up off-colored stocks, making solutions, pitfalls to avoid, and similar problems. As a recognized authority on soap colors, with many years practical experience, he is well qualified to discuss this subject which has received little or no previous attention in the technical literature.

Disinfectants or cosmetics for preventing excessive perspiration are made from a mixture of a soap and an aldehyde to which has been added a halogen thiocyanate or a metal compound such as chromium sulfate or various combinations of these ingredients. British Patent No. 272,541.

BULK INSECTICIDE

As good as the best

The price will surprise you!

Looks, acts and smells like any of the highly advertised products. Send for a quart sample—no charge. Drum shipments will equal samples or money refunded. We repeat, *all prices*, with freight allowed, *will surprise you.*

Also Makers of Bulk or Private Brand

Deodorizing Blocks	Metal Polish	Boiler Leak Compound
Deodorizing Crystals	Disinfectants	Drain Pipe Solvent

Importers & producers of INSECT POWDER from STRICTLY CLOSED FLOWERS

GOULARD & OLENA, INC.

Office	*Phones*	*Factory*
140 Liberty St., N. Y. City	Rector 5889-2843	Jersey City, N. J.

MERCK'S OXYQUINOLINE SULPHATE

Powerful, non-toxic antiseptic. Stronger than Corrosive Sublimate and considerably stronger than Phenol. Also an efficient deodorant.

Write for information

MERCK & CO.
INC.
MANUFACTURING CHEMISTS

Philadelphia **New York** **RAHWAY, N. J.** **St. Louis** **Montreal**

perfumes for

theatre sprays - deodorants and liquid soaps!

A complete line of perfuming specialties originated especially for use in this class of products including

Violet - Rose - Cedar - Lilac
Corylopsis - Oriental
and many others

These odors are fragrant, stand up perfectly and will last. They are priced reasonably.
Samples and quotations on request.

Perhaps you may want to use an individual odor in your products—something that is not noticeable among competing sprays, deodorants, liquid soaps, etc. If so, tell us what type of perfume you want and we will originate something for you—and if you approve the sample and adopt the odor your right to its exclusive use will be protected.

GEORGE V. GROSS COMPANY
30 Old Slip **New York**

May I. & D. Exports Large

Shipments of household insecticides, disinfectants, etc., totaled 1,464,794 pounds, valued at $410,906, in May, one of the largest months on record. The exports covered seventy countries and every continent, only five of the countries listed in the Department of Commerce's export sheet not having been represented as buyers of American made sanitary products. The large buyers were the United Kingdom, Austria, Italy, Cuba and France, shipments having amounted to 230,108, 199,000, 189,000, 129,421 and 108,075 pounds respectively, representing about sixty per cent of the total exports. Germany, Canada, British India, Portugal and Mexico were also large buyers. As reported elsewhere in this issue the Department of Commerce plans to analyze these export figures more completely, starting Jan. 1, with a view to showing the shipments of each class of merchandise.

Zonite Products Corp., New York, showed an increase in net earnings of approximately 80 per cent for the fiscal year ending June 30, 1928, according to an announcement by Ellery W. Mann, president of the corporation. The regular quarterly dividend of 25 cents per share on common stock was paid Aug. 15 to stockholders of record of Aug. 6.

New Patents

(*From Page* 57)

to engage with the soap, means in the head member for rotating the brush, and an injector in the head member for delivering air and water to the brush.

No. 1,675,227, CLEANING AND POLISHING COMPOSITION, Patented June 26, 1928 by Austin B. Reeve, of Chicago, Illinois. As a cleaning and polishing agent for varnished surfaces and the like, a non-saponaceous emulsion comprising water, oil, a vegetable gum in proportion to act as an emulsifying agent and a non-escharotic astringent.

No. 1,675,123, METHOD OF AND APPARATUS FOR FUMIGATING, Patented June 26, 1928 by Floyd J. Metzger of New York, New York, and George Carl Bauer of Los Angeles, California, assignors to California Cyanide Company, Incorporated, New York, New York, a Corporation of Delaware. The method of fumigating, which comprises subjecting a solid cyanide-containing material to the action of a moist gaseous medium capable of causing evolution of hydrocyanic acid from the solid material and delivering the gaseous medium containing the hydrocyanic acid to the space to be fumigated.

Let Your Product Ride to **Success** *on Acme Sprayers*

Acme Sprayers for years have been sold under a money-back guarantee—evidence of our careful manufacturing, testing and inspection methods.

A sprayer that co-operates with your product is a decided advantage in merchandising insecticides, repellants, etc. The better the sprayer, the better they like your product.

Our fifty years' experience, large factory and efficient production facilities, not only insure you the kind of a sprayer you want, but accord prompt attention to your orders always.

If our large line does not include the type of sprayer you want, we will design a sprayer made to your specifications—and it will be RIGHT.

Write for samples and prices.

TRADE MARK ACME REGISTERED

4 *Distinct Improvements*

Our No. 200 Sprayer has a Drip Cup which keeps the liquid from dripping on the floor or person; air and spray tubes are co-ordinated to produce a mist or fog that hangs in the air longer; special processed leather plunger cup takes hold instantly and gives full spray volume; vent in can screw prevents siphoning when not in use.

POTATO IMPLEMENT CO. - Dept. 00 - Traverse City, Mich.

SPRAYERS

For Applying Insecticides and Fungicides

Junior Sprayer

No. 55—JUNIOR SPRAYER
Capacity, 1 Pint

The Junior Compressed Air Sprayers are different from all others. They are the only sprayers with Robertson Pump, which has a higher working efficiency than any other pump ever made. They give a continuous spray, reduce the liquid to a fine mist-like vapor and throw it with great force, so that it is driven into the smallest cracks and crevices.

Write for Prices and Illustrated Pamphlet.

NOT LIKE ORDINARY SPRAYERS

Ask to be Shown the Difference

JAECKH MANUFACTURING COMPANY
422 EAST EIGHTH ST. CINCINNATI, OHIO

KING & HOWE

IMPORTERS MILLERS

CRUDE DRUGS

K&H

Insect Powder

NOT BRANDED
NOT MIXED

Three varieties—closed Dalmatian, half-closed Dalmatian and Japanese. Impalpable powder or coarse mesh, ground by our own mills.

Insect Flowers

Allow us to quote you direct from the go-downs of Japan and the interior collecting centers of Dalmatia.

KING & HOWE
75 FULTON ST. NEW YORK

"Headquarters for Bulk Buyers"

Kill Him & Save Money

HAVE you ever figured out in dollars and cents the loss you sustain each year by the ruthless destructiveness of Rats and Mice? You can totally wipe out this big item by the use of RATIN, which for 25 years has been successfully and safely used to eradicate these pests. Among the thousands of users are the Municipalities of New York, Chicago, Philadelphia, Detroit, Newark, Memphis, New Orleans and other cities, besides the most prominent manufacturers and institutions in America and Europe. RATIN is unlike any other preparation; it is guaranteed harmless; it is absolutely reliable, it never fails.

FREE

Ask for free information on how to eliminate all Rats and Mice. State degree of infestation and area requiring treatment.

The RATIN LABORATORY, Inc.
116 Broad Street
New York, N. Y.

CRESYLIC ACID

All Grades

CREOSOTE OILS

Cresol U.S.P.

Specially prepared for disinfectant manufacturers.

Phenol U.S.P.

COAL TAR PRODUCTS

WM. E. JORDAN & BROTHER, 2590 Atlantic Ave., Bklyn., N. Y.
Mechanics Bank Bldg. Telephone Glenmore 7318-7319

Say you saw it in SOAP!

Trade Marks Granted

(*From Page 57*)

Polish. John A. Schoenegan, Jr., doing business as J. A. Schoenegan, Jr. Co., New York, N. Y. Filed December 31, 1927. Serial No. 259,597. Published April 3, 1928.

243,358—Disinfectants. Ludmila Kirchnerová, Prague, Czechoslovakia. Filed June 2, 1927. Serial No. 249,910. Published April 3, 1928.

243,414—Insecticide in Liquid Form. Abernethy's Pharmacy, Inc., Daytona Beach, Fla. Filed February 13, 1928. Serial 261,599. Published April 3, 1928.

243,487—Soap. West Coast Soap Company, Oakland, Calif. Filed March 2, 1927. Serial No. 245,124. Published April 17, 1928.

243,516—Cleaning Compound for Cleaning Painted and Unpainted Surfaces, Woodwork, Plastered Walls, Enamel, Tile and Stone; Metal Polish and Spot Remover. Charles T. Clark, doing business as Clark Chemical Co., Bay City, Mich. Filed December 23, 1927. Serial No. 259,296. Published February 28, 1928.

243,521—Soaps. Pinaud, Incorporated, New York, N. Y. Filed November 12, 1926. Serial No. 240,001. Published April 10, 1928.

243,541—Shaving Soap in Cream Form. The Glessner Company, Findlay, Ohio. Filed January 28, 1928. Serial No. 260,820. Published April 10, 1928.

243,547—Soap. J. Eavenson & Sons, Incorporated, Philadelphia, Pa. Filed February 4, 1928. Serial No. 261,181. Published April 17, 1928.

243,549—Toilet and Bath Soap; Shaving Cream—namely, Soap Creams and Beard Softeners. Jaciel Perfumers, Inc., New York, N. Y. Filed February 16, 1928. Serial No. 261,756. Published April 10, 1928.

243,553—Cleansing Compound for use in the Toilet and Bath. Irvin F. Dillon, doing business as Dillon Chemical Co., Somerset, Pa. Filed February 11, 1928. Serial No. 261,558. Published April 10, 1928.

243,557—Toilet and Bath Soap; Shaving Cream—Namely, Soap Creams and Beard Softeners. Jaciel Perfumers, Inc., New York, N. Y. Filed February 10, 1928. Serial No. 261,510. Published April 10, 1928.

243,583—Dry and Wet Cleaning Soaps; Dry and Wet Cleaning Soap Compounds; Spot and Stain Removing Soap and Soap Compounds; Liquid, Soft and Solid Soaps. Riverside Manufacturing Co., St. Louis, Mo. Filed December 31, 1928. Serial No. 259,588. Published April 10, 1928.

243,608—Soap Preparations. Ludwig

***Hy-Speed* liquid handling equipment will increase the efficiency of your plant by doing more and better work .. per hour .. per dollar .. per square foot**

No. 6 MIXER with "Push-Pull" Propellers

VACUUM BOTTLE FILLER at a new low price

Write for Catalogue

ELECTRIC INTERNAL PRESSURE FILTER up to 300 gallons capacity

other filters of every type for every job.

ALSOP ENGINEERING COMPANY

Mfrs. of Mixers, Filters, Bottle-Fillers, Mixing Units, Glass-Lined Mixing and Storage Tanks

47 WEST 63RD STREET *Office and Showrooms* NEW YORK CITY

John C. Wiarda & Co.

260 Freeman St., Brooklyn, N. Y.

Manufacturers Jobbers

Acids - Alkalies - Salts - Insecticides

SODIUM FLUORIDE

Fluffy - Extra light - Free flowing - 95% Pure

of our own manufacture

SILEX — SOAP FILLERS

Send for Samples

Naphthalene of

Uniformly High Quality

Refined—High melting point — Prime White.

Flakes	**Powder**
Crushed	**Balls**
Crystals	**Tablets**
Lumps	**Blocks**

Furnished in bags, kegs, barrels and small retail packages. A carton or a carload.

F. O. B. Kearny New Jersey

F. O. B. Cincinnati Ohio

THE WHITE TAR COMPANY

of New Jersey, Inc.

Belleville Turnpike Kearny, New Jersey

A sturdy

PERCOLATOR

for

Insect Powder

Showing

50 Gallon Size

Price

$35.00 Complete

Made from #20 gauge ARMCO Ingot Galvanized Iron (not steel). Has cover, strainer, faucet and felt ring. Other sizes built to order.

Let Us Estimate on Your Wants.

FARLINGER-RICE CO.

EAST ORANGE, N. J.

PYRETHRUM

Bulk Insecticides a Specialty — also Concentrated Extract of Pyrethrum

IF *your problem concerns pyrethrum in any form— our analytical and research laboratories are at your service.*

Member **DEPENDABLE - GUARANTEED - SERVICE**

by leaders in Pyrethrum Products for almost half a century.

McCORMICK & CO INC BALTIMORE MARYLAND

Say you saw it in SOAP!

Bernau, doing business as L. Bernau & Co., New York, N. Y. Filed December 21, 1927. Serial No. 259,203. Published April 10, 1928.

243,611—Polishing Compound for Silverware, Nickel, Copper, Brass, Windows, Marble, Looking-Glass, and Glasses of all kinds. Millang Viola Co., Long Island City, N. Y. Filed January 19, 1928. Serial No. 260,365. Published April 10, 1928.

243,627—Metal Polish. The Grady Manufacturing Company, Long Island City, N. Y. Filed December 23, 1927. Serial No. 259,284. Published March 27, 1928.

243,687—Metal Polish. Champion Soap Co., Inc., New York, N. Y., Filed February 23, 1928. Serial No. 262,058. Published April 10, 1928.

243,691—Toilet and Bath Soap; Silver Polish. J. C. Penny Company, Wilmington, Del., and New York, N. Y. Filed February 18, 1928. Serial No. 261,929. Published April 10, 1928.

243,856—Liquid Polish for Automobiles and Furniture. Quicksheen Polish Co., Prospect Park, N. J. Filed January 9, 1928. Serial No. 259,874. Published April 17, 1928.

243,862—Furniture and Piano Polish. Walter Nowak, doing business as Excellent Mfg. Co., Buffalo, N. Y. Filed December 8, 1927. Serial No. 258,647. Published April 17, 1928.

243,991—Moth Repellent. Creofloat Manufacturing Co., Inc., Seattle, Wash. Filed February 7, 1928. Serial No. 261,306. Published April 24, 1928.

244,071—Germicide and Antiseptic. The Clinical Laboratories Company, Cleveland, Ohio. Filed January 3, 1927. Serial No. 242,280. Published April 10, 1928.

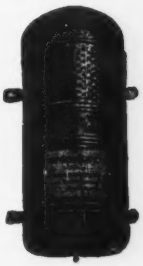
244,124—Insecticide. McCormick & Co., Incorporated, Baltimore, Md. Filed February 28, 1928. Serial No. 262,368. Published April 24, 1928. Class 6.

244,128—Tooth Paste. Pan Pacific Products, Incorporated, Los Angeles, Calif. Filed February 20, 1928. Serial No. 261,981. Published April 17, 1928.

244,133—Insecticide. E. A. Klein, doing business as Klein's Will-Kill Exterminator Co., Milwaukee, Wis. Filed February 16, 1928. Serial No. 261,758. Published April 17, 1928.

244,212—Liquid Metal Polish. Chrome Liquid, Inc., Chicago, Ill. Filed March 2, 1928. Serial No. 262,508. Published April 24, 1928.

5 Reasons
for buying
NON-PAREIL
DRIP
MACHINES



1. Brass bottoms on inside and outside cans — will not rust.
2. Reversible bottoms.
3. Rust resisting finish.
4. May be filled without funnel.
5. Sold only to the trade.

Investigate!

SANITARY SUPPLIES CO.

6744 N. Broad St., Philadelphia

"Nothing takes the place of Drip Machines"

INSECT POWCO BRAND POWDER
REG. U.S. PAT. OFF.

The experienced Pyrethrum buyer demands high killing power. The killing power you get per dollar expended is the true measurement of value.

POWCO BRAND guarantees purity and definite high killing power—*true buying economy.*

JOHN POWELL & CO., INC. 114 E. 32ND ST., NEW YORK

HEADQUARTERS FOR GOOD USED SOAP MACHINERY

Overhauled, Rebuilt and Tested in our Modern Machine Shop at our Plant and Warehouse, Newark, N. J. Inspection Invited.

ATTRACTIVE PRICES — IMMEDIATE SHIPMENT

Space does not permit listing every item in stock. Write for items not yet listed.

2—Proctor & Schwartz Soap Chip Dryers, 1200# capacity.

1—H-A 5-roll Steel Soap Mill, 14x36.

2—Huber Granite 3 roll Mills 10"x24".

1—H. A. Granite 3 roll Mill, 12"x24".

9—Crutchers, 3600, 3000, 1500, 600 lb. capacity, Dopp, Doll, Houchin-Aiken.

2—Broughton Mixers, size A-2, ½-ton.

1—Broughton Mixer, size A-1, 1-ton.

2—Jones A Automatic Soap Presses.

5—Soap Chippers, 22", 24" and 30".

20—Filter Presses, 12", 18", 24", 30", 36" and 42".

200—Soap Frames, 1500#, 1200# and 600# capacity.

5—Soap Grinders H. A. and Blanchard.

Miscellaneous Soap Cutters, Slabbers, Plodders, Foot Presses, Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

Send Us Your Inquiries

LET US BE YOUR CUSTOMER!
We will buy your surplus or idle machinery.
SEND US A LIST TODAY!

Write for Our Latest 4-Page Circular

CONSOLIDATED PRODUCTS COMPANY, INC.

15-21 PARK ROW, NEW YORK CITY **BARCLAY 0604**

SOAP MACHINERY FOR SALE

REBUILT SOAP MACHINERY IN GUARANTEED FIRST-CLASS WORKING CONDITION
At very attractive prices — Every piece listed is in stock for immediate shipment.

Dryers
Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.
Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.
Proctor & Schwartz Bar Soap Dryers
Condon & Huber Soap Chip Dryers.

Soap Crutchers
Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 1000#, 1200#, 1350#, 1500#, 1800#, 3000#, 6000#, & 10000# cap.
Crutchers for floating soaps.

Soap Presses
Jones, Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.
Dopp, Crosby & Empire Foot Presses.
Scouring Soap Presses.

Grinders & Mixers
Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Rouge Mixers, Ointment Mill, etc.
Schultz-O'Neill Mills.

Soap Cutting Tables
Houchin-Aiken Steel Automatic Table with self-spreader & extra headers.
Wooden Tables with and without self-spreader attachments.

Soap Slabbers
Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

Toilet Soap Mills
2, 3, 4, 5 and 6-roll Granite Toilet Soap Mills.
Houchin-Aiken 4 and 5-roll Steel Mills.

Plodders
Houchin-Aiken, Rutschman & Allbright-Nell 6", 8" & 10" Plodders.

Soap Powder Machinery
Blanchard #10-A & #14 Soap Powder Mills.
Broughton Soap Powder Mixers.
Wms. Patent Crusher & Pulverizer.
Sedberry Crusher, Grinder & Pulverizer.
A-N 5x7 Crystallizing Rolls.

Filter Presses
Sperry, Perrin & Shriver Cast Iron Filter Presses, 12", 18", 24", 30" & 36".
International & Monopod Filters

Various Other Items
Wm. Garrigue Glycerine Evaporators.
Steel Soap Frames, 600#, 1000#, 1200#, 1500#, & 1800# cap.
Automatic Soap Wrapping Machines.
Steel, Copper & Aluminum Kettles.
Soap Remelters, Tube Fillers.
Filling & Weighing Machines.
Pneumatic Scale Corp. Can Filling Machine for cleansers, etc.
Brass Soap Dies for foot & aut. Presses.
Soap Chippers, Scales, Motors, Amalgamators, Soap Racks. Bottle Filling & Capping Machines, Talcum Can Crimpers, etc.

Send us a list of your surplus equipment. We buy single items or complete plants.

In business over 40 years — Call on our service department for assistance in your soap problems.

NEWMAN TALLOW & SOAP MACHINERY CO.

1051-1059 WEST 35TH STREET CHICAGO, ILL.

TELEPHONE: BOULEVARD 1650-1651

established. Can prove remarkable sales possibilities. Address Box No. 304, care SOAP.

For Sale—One De Lavel separating machine No. 600. No. 6 Day sifter for dry powders. One 8 x 8 belt driven compressor, reasonable. Address Box No. 294, care SOAP.

Wanted—Products or formula to manufacture and sell in central Wisconsin or national. Parties experienced, capable, responsible. Box No. 295, care SOAP.

Soap Maker and Perfumer—Man with many years experience in manufacture of toilet and laundry soaps, cold and half-boiled, cleaning and scouring powders, soap flakes, washing sodas, cosmetics, perfumes and toilet articles. Special experience in toilet soaps. Not afraid of hard work. Speaks English, German and Scandinavian languages. Address Box No. 288 care of SOAP.

John Powell & Co., New York, say of the pyrethrum market under date of Aug. 7: "The market has been very active these past several weeks with plenty of buying and selling. Considering the enormous increase in the use of pyrethrum, and the fact that this year's crop is unquestionably a short one, there is every indication that there will be a world shortage."

Charles L. Bond, inventor of the Bond gross weighers, packers, and fillers, is now connected with the National Packaging Machinery Co., Boston, as representative on the Pacific Coast with offices at 4428 Avocado St., Los Angeles.

Branding Disinfectants

(*From Page 93*)

not willing to go as far as the man in the field in the claims made, nevertheless has grown somewhat indifferent in drawing the line, with the result that statements concerning the phenol coefficient of disinfectants has gradually expanded to the point of transgressing truth. It is such a condition which causes apprehension of the officials of the U. S. Department of Agriculture at Washington, and unless those disinfectant makers who persist in making broad and misleading claims, discontinue the practice, it is very likely that citations will be issued from Washington to eliminate such abuses.

BELGIAN TRADING CO., INC.
211 WATER STREET NEW YORK
Perfuming Specialties for
FLY SPRAYS and THEATRE SPRAYS
Suggestions: **Geranium Leaves — Wild Rose**
Headquarters for
PENNYROYAL, best, finest odor; **SPIKE LAVENDER** (Spanish)
Let us send you samples and prices.

DISINFECTANTS - INSECTICIDES - FLY SPRAYS - SOAPS
METAL POLISH - ROOF COATINGS
We sell large quantities of these products to leading jobbers who find it cheaper to buy from us than to manufacture themselves. Drop shipments made under your own name and brand. Why not investigate our proposition? There's no obligation whatever. Write us for complete information and prices today.
THE CHEMICAL SUPPLY COMPANY **2450 Canal Rd., CLEVELAND, OHIO.**

How Long
To Tighten One Bolt?

All that's necessary to put on or take off the head of a Hackney Steel Soap Barrel is to tighten or loosen one bolt. And when the crescent shaped hoop, that holds the head in place, is drawn up by this one bolt—there's not a chance for leakage either in or out. Simple—yes, and exceedingly strong. But that's not near all.

Write for complete information.

Hackney
MILWAUKEE

1159 Continental Bank Bldg. - Chicago
1335 Vanderbilt Concourse Bldg. - New York City
5739 Greenfield Ave. - Milwaukee, Wis.

Does Quicker Mixing appeal to you?

DISINFECTANTS
CATTLE DIP
INSECTICIDES
SPRAYS
DEODORANTS
POLISHES
SOAP FORMULAS
CLEANING FLUIDS
OILS & ETC.

All sizes and speeds Clamp on any tank, barrel, kettle, etc.

LIGHTNIN

Portable Electric Mixers will mix any product that will flow — quicker—better—cheaper.
SIMPLE - SANITARY - DEPENDABLE
Write for Folder 39
MIXING EQUIPMENT CO., Inc.
229 East 38th St. New York, N. Y.

Raw Material and Equipment Guide

A classified list of SOAP advertisers—see Index to Advertisements, for advertising page numbers.

ABRASIVES AND FILLERS
M. A. Boet Co.
Franks Chemical Products Co.
K. F. Griffiths & Co.
Hammill & Gillespie, Inc.
National Pumice Stone Co.
Tamms Silica Co.
John C. Wiarda & Co.

CHEMICALS
Bowker Chemical Co.
Diamond Alkali Co.
Dow Chemical Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Mechling Bros. Chemical Co.
Merck & Co.
Michigan Alkali Co.
Monsanto Chemical Works
Newport Chemical Works
Niagara Alkali Co.
Parsons & Petit
Philadelphia Quartz Co.
Solvay Sales Corp.
Truempy, Faesy & Besthoff
Victor Chemical Works
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

COAL TAR PRODUCTS
Baird & McGuire, Inc.
William Cooper & Nephews
Dominion Tar & Chem. Co.
Wm. E. Jordan & Bro.
Tar Acid Refining Corp.
White Tar Co.

CONTAINERS
American Can Co. (Cans)
Bemis Bros. Bag Co. (Bags)
Container Corp. of Amer. (Corr. & Fibre Boxes)
Continental Can Co. (Cans)
John Trageser Steam Copper Works (Steel)
Metal Package Corp. (Cans)
Ohio Pail Co. (Steel Pails)
Pressed Steel Tank Co. (Steel)
William Vogel & Bro. (Cans)

EQUIPMENT, MISCELLANEOUS
Alsop Engineering Co. (Storage Tanks)
Anthony J. Fries (Soap Dies)
Sanitary Supplies Co. (Deodorizing Block Holders)
C. T. Small Mfg. Co. (Portable Trucks)
William Vogel & Bro. (Deodorizing Block Holders)

MACHINERY, PACKAGING
American Mach. & Foundry Co.
Johnson Automatic Sealer Co.
National Packaging Machinery Co.
Package Machinery Co.
Pneumatic Scale Corp.
Geo. G. Rodgers Co.
Stokes & Smith Co.

MACHINERY, LIQUID HANDLING
Alsop Engineering Co.
Karl Kiefer Machine Co.
Mixing Equipment Co.
Pneumatic Scale Corp.
C. T. Small Mfg. Co.

MACHINERY, PROCESS
Crowell Mfg. Co.
William Garrigue & Co.
Houchin-Aiken Co.
Th. H. Kappeler
J. M. Lehman Co.
Proctor & Schwarz, Inc.
C. G. Sargent's Sons Corp.
Sowers Mfg. Co
Wurster & Sanger, Inc.

MACHINERY, USED
Consolidated Products Co.
Newman Tallow & Soap Machinery Co.
Stein-Brill Corp.

MATERIALS, MISCELLANEOUS
B. & W. (Lanolin and wool grease)
Darco Sales Corp. (Decolorizing Carbon)
Hercules Powder Co. (Pine Oil and Rosin)
Merck & Co. (Chlorophyll and Lanolin)
Pfaltz & Bauer (Lanolin, Fluorides, Chlorophyll)
John C. Wiarda & Co. (Fluorides)

METAL CAPS
American Metal Cap Co.
Williams Sealing Corp.

PERFUMING MATERIALS
Antoine Chiris Co.
Dodge & Olcott Co.
Dow Chemical Co.